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Board of Trade Journal

THE UNIVERSITY
OF MICHIGAN

MAR 30 1967

PERIODICAL
READING ROOM

Volume 192, No. 3650 Published by Her Majesty's Stationery Office 3 March 1967

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Board of Trade Journal

VOLUME 192, NO. 3650, PAGES 561-620
3 MARCH 1967
PRICE 1*s*. 6*d*. NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s*. 8*d*.

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Front cover photograph

Thames Board Mills' No. 11 board machines at Purfleet, Essex, seen from the wet end and showing the hooded drying section at the far end.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London E.C.1. (City 9876, Ext. 6147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718.)

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Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.12), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Geo. J. Smith takes dual nationality

Sirius
CANIS MAJOR
CANIS MINOR
MONOCEROS
PUPPIS
SOUTH HORIZON
ASTRONOMICAL CORRESPONDENT
Une n
est né
P. Th.
Les "SIX" cherchent
omment développer leur ma

—all in the cause of export

Geo. J. Smith is English. Mayfair, to be more exact. A very British Advertising Agency that has adapted itself extraordinarily well to France. For Geo. J. Smith has become an exporter of ideas, of techniques, of sound selling experience. Now this Mayfair Advertising Agency is also a Paris Advertising Agency and gaining in stature in both cities.

Geo. J. Smith in fact, is well on the way to becoming a European. After all, why should Export be the prerogative of manufacturing industry? Let's give the service industries their head too. They deserve it!

G.J.S. Advertising, as we are generally known, handle a tremendous variety of consumer national and international clients in both Britain and France. We'd like to bring our experience to the attention of U.K. importers *and* exporters.

When contacting us, please don't ask for Mr. Smith. He doesn't exist. But Frank True, our Managing Director, does.

gjs
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INCORPORATED PRACTITIONERS IN ADVERTISING
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Hyde Park 7474
PARIS GEO J SMITH & CO (CONTINENTAL) LTD
75/77 Rue D'Amsterdam Paris VIIIe France Tel 010 331 526 1900

COMMERCIAL SERVICES FOR EXPORTERS—12

What advertising offers the exporter

By J. S. Williams, Director-General of the Advertising Association

EXPORTING MEANS SELLING overseas, and the emphasis must be on selling with all that implies. This becomes more important than ever as the battle for world markets intensifies. Britain has been doing extremely well in this battle. £5,236 million worth of goods sold overseas in 1966 represents a great achievement. Each year, however, if this country is to meet its international obligations and improve its standard of living, this volume of exports must be considerably increased. To maintain and increase this level of exporting will call for a massive selling effort using all the weapons in the armoury of international salesmanship. One of the weapons which we have so far used too little, is advertising.

We recognize and know in this country the power of advertising to sell goods and services and to build reputations. Sixty thousand manufacturers in the United Kingdom use advertising and between them spend over £500 million on sales promotion.

Yet overseas, with the enormous number and diversity of markets, we spend little more than £20 million on advertising, and this amount is spread over 166 countries. It is true this sum does not include the volume of advertising by the great British international companies which is generated overseas for goods produced locally by British-owned companies. The amount spent on advertising is, however, obviously far too small to accomplish what is needed. Especially at this time when the total abolition of industrial tariffs among the EFTA countries will bring all these states into what may be considered the British home market, providing us with a home-based population of almost 100 million.

The Common Market also is on our doorstep and readily accepts our goods. The Common Market countries, of which we may soon be one, have enormous potential as a market for our goods and services. Already these countries in total do more trade with the rest of the world than does the United States. Their total gold and dollar reserves are greater, so are their total working populations. However, their total gross national product is only half that of the United States.

It is true that during the past five years we have doubled our exports in value to Western Europe. We shall continue this scale of increase only by intensifying our marketing and advertising effort in Europe.

Rank Xerox, with its breakthrough into 15 European countries, has demonstrated clearly that opportunities exist for rapidly multiplying sales if the basic principles of marketing, using to the full modern advertising techniques of communication, are applied.

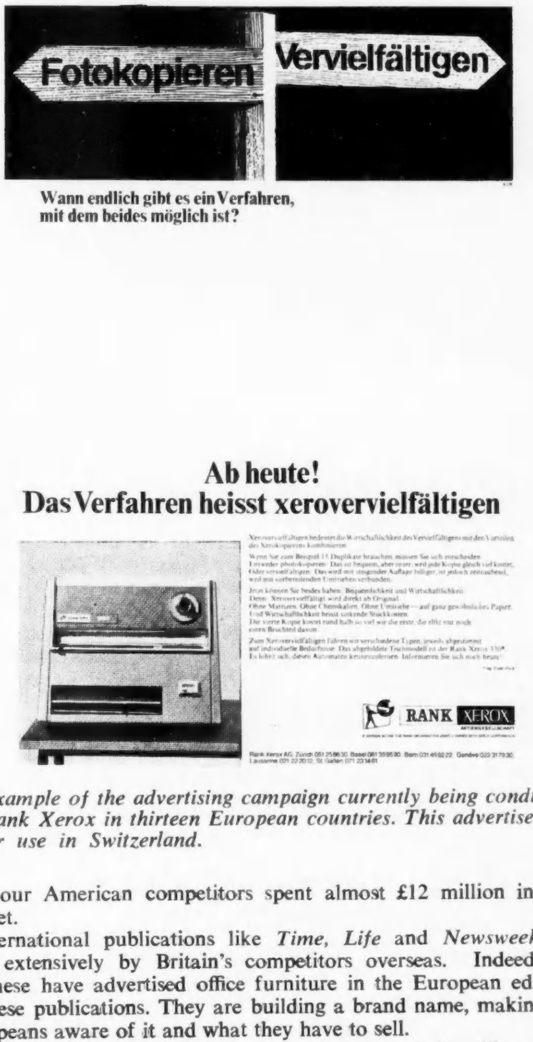
Yet to examine the publications, newspapers and magazines, both consumer and technical, of the European countries, is to discover how loudly our competitors shout their wares while we are silent or only whisper about our own.

Mercedes, for example, spends more on advertising in this country than the whole British motor industry spends on advertising in Europe. It was good news to read that one British motor manufacturing firm in developing its sales in America has now set aside £300,000 for an advertising campaign.

An analysis of foreign advertising carried in a well-known French magazine during 1964 showed that there were 392 pages of American advertising, 138 German, 107 Dutch, 106 British, 83 Swiss, 44 Italian, 18 South African and 12½ Japanese. Proportionately the British share does not look too bad. Unfortunately almost all of it came from British international companies long established in France. There were no advertisements for British cars, knitwear, clothing, toys, travel, airlines or railways.

Almost every other country thought it worth spending money on sales promotion in France, only Britain was out of step.

Our competitors are using advertising with skill and determination. In Western Germany in 1965 makers of leading British consumer goods spent just over £1½ million on advertising. In the same year our American competitors spent almost £12 million in that market.


Fotokopieren
Vervielfältigen
Wann endlich gibt es ein Verfahren, mit dem beides möglich ist?
Ab heute!
Das Verfahren heisst xerovervielfältigen
RANK XEROX

An example of the advertising campaign currently being conducted by Rank Xerox in thirteen European countries. This advertisement is for use in Switzerland.

International publications like *Time, Life* and *Newsweek* are used extensively by Britain's competitors overseas. Indeed, the Japanese have advertised office furniture in the European editions of these publications. They are building a brand name, making the Europeans aware of it and what they have to sell.

The Japanese have learned the lesson that their selling effort has to be spearheaded and supported by individual brand adver-

en el
Schweppes
de naranja
se ve la naranja
Schweppes

An example of Schweppes overseas advertising. This formed part of a campaign to launch a new orange drink in Spain, where a highly successful Schweppes operation is in progress.

tising, building the reputation of the product and persuading the public to buy it. The result is that in shops and stores in almost every country of the world a wide range of good quality Japanese merchandise is being sold.

Many of our manufacturers are successfully using advertising and building sales and taking large shares of the market for the most unlikely products. The stories of the success of Schweppes and Beecham products (Brylcreem and Macleans toothpaste) especially in the American market, are too well known to need repeating, tonic water, too – an unlikely product. Hair cream and toothpaste products facing opposition deeply entrenched and well-placed. Yet each scoring remarkable sales and success because they were backed by intensive advertising campaigns. Without advertising, how would Scotch whisky have succeeded in penetrating so many different markets, selling in such enormous volume so that even in France today it is 'tres snob' to drink Scotch whisky.

Recently Yardley's, by an aggressive marketing campaign in North America, has become one of the top cosmetic sellers in the United States. In 1964 the company's sales were about $150,000, mainly in perfume. By the end of 1966 they expected sales to be in the multi-million dollar range. This has been done by cutting and re-styling the whole cosmetic range, re-naming lipsticks to stress the London look and spending over $6 million dollars on advertising in two years ($2,300,000 in 1965 and $4 million in 1966). This is a tremendous achievement in the face of intensive competition – an achievement in which advertising has played an important role.

French vehicle manufactures have advertised their vehicles in the Polish press for many years past. They did not immediately expect to sell a single vehicle, but they did wish to keep all concerned informed on the merits of French vehicles. Now the French have a concession to build vehicles in Poland. A tribute to a successful advertising campaign, which while not solely responsible for the concession, played a large part in securing the final decision. A decision which was a committee decision where a number of people had to be influenced and persuaded.

This should be a lesson not only for the motor industry but for all industry, a lesson not confined to the East European countries. Most buying decisions of capital equipment, plant and industrial goods, are committee decisions. A number of people play their part in reaching them, and they all have to be influenced and persuaded. This is a problem with which the industrial advertiser is familiar in this country. Here, varying buying influences can be assessed and the best means of communication decided upon without too much difficulty. Overseas the problem is more difficult.

In overseas markets it is most important that the producers of industrial goods should continuously draw the attention of potential buying influences to the quality and usefulness of their products.

If we are to make known the prowess of British industry, the products of our factories, and the international services we offer, we must use to the full our skills in communication through advertising. Effective advertising must spearhead our overseas marketing ventures if they are to succeed as we wish. We have to outmatch and outsell our competitors – the Americans, the Germans, the Japanese, the Swedes, and the many other nations who are as anxious to secure a large share of the markets of the world as we are.

A manufacturer seeking to reach and sell to overseas markets may well do so by using a trade or technical journal published in the United Kingdom. There are some 2,000 of these, with an aggregate circulation of over 10 million copies per issue. Individually they cover hundreds of separate, sharply defined and highly specialized markets.

Over 17 per cent of this circulation is outside the United Kingdom. This means that each year over 70 million copies of British journals regularly reach 1¾ million carefully selected customers in over 100 countries who control a great deal of the industrial

(Continued on page 566)

Exportise

If you are interested in the personal service of a smaller London advertising agency which can offer very considerable expertise in all forms of export advertising—we handle advertising all over the world for such clients as the Export Division of Formica Ltd. and the Irish Export Board—our services are at your disposal. Enquiries, please to the Managing Director.

HGP

HILARY GREEN AND PARTNERS LTD.
10 Stratford Place, London W1. Tel: Mayfair 3614

Bensons move to enter Europe with NH & S

The Benson Advertising Group Ltd. and the American advertising agency, Needham, Harper & Steers, Inc., have agreed plans for a joint company in Europe to acquire or set up advertising agencies in the leading European marketing centres.

Bensons and NH & S are already operating closely together, but the link between them is an operational partnership, not a merger. Each agency retains its own identity, its own nationality, its own autonomy and its own name.

This operational partnership has been cemented by a minority (20%) exchange of equity.

This partnership will enable both Bensons and NH & S not only to offer their international clients a truly international service but, through the transatlantic exchange of skills, knowledge and experience, also to serve the interests of purely national clients.

BEA carries more air cargo than any other European airline

TGA does the advertising

Coincidence? Or the right mix—of product, sales team and advertising? At TGA, we don't try to explain success stories—such as BEA Cargo—through an agency 'philosophy'. Let's simply say that for us success comes from full creative involvement at *every* stage of the operation. The criterion is constant: sales effectiveness. Like many of our clients TGA is growing fast. We are 120 strong, close-knit in structure, confident but never satisfied. Unlike most agencies of our size we can provide sophisticated merchandising, marketing and research services anywhere in the world.

If you would like to know more about the TGA International approach to creative advertising and marketing, please write to
R. S. Wilson, Managing Director,
The TGA Company Limited
INCORPORATED PRACTITIONERS IN ADVERTISING
St. Martin's House, 63/66 St. Martin's Lane,
London WC2. TEMple Bar 4466

TGA

ADVERTISING, *continued*

purchasing power of the world.

No trade and technical press in the world gives so great a coverage outside the country of origin.

Care, however, must be taken to ensure that the advertising appeal is universal where journals are used because of their overseas sales.

B & K Machinery, a company begun in 1964, has now got a potential export order book of £7 million and anticipates exporting 75 per cent of its orders. To get into Europe the company needed, said its managing director, Mr. V. C. Taylor, according to a report in *The Times*, 'a clearly defined extensive marketing campaign aimed at leading European industrialists'.

The problem was solved by special supplements in two leading British trade magazines with high European readership, reprints of the supplements were sent to every major European prospect and inquiries vigorously followed up.

In entering any market the basic marketing principles apply – a thorough investigation of local requirements and careful planning of the sales campaign to reach the market and produce the results. This whether the product is consumer or industrial.

It is strange that manufacturers, so careful in their planning in the United Kingdom, ignore all the lessons they have learned here when they go into overseas markets. They attempt to operate on a shoestring, allocating £2,000 or so as an advertising budget to break into a major European market – or else expect £20,000 to cover 50 or 60 countries. Comment is unnecessary.

Others are content to leave 'on the spot' activities to the local agent, allocating a sum for advertising and leaving the planning and spending to the agent. This means less work for the manufacturer and saves fees to his British advertising agency, but almost always means lower sales through badly used appropriations. The local agent represents a wide range of products; he has his own media prejudices, not necessarily in the manufacturer's best interest.

The manufacturer entering an overseas market would be well advised to consult his United Kingdom advertising agency first. Advertising agencies in this country have not only a wide knowledge of the marketing of a broad range of differing products, but also of marketing and advertising in a number of overseas countries. Many have branches or subsidiaries overseas, others are international in their operations, while large numbers have links with local advertising in a number of overseas countries. This knowledge and expertize is at the manufacturer's disposal. His United Kingdom agency will charge an extra fee for its specialist services, but this will be more than saved by ensuring that the advertising appropriation is economically and effectively used.

Advertising carefully planned, creatively prepared and properly timed can enable manufacturers to break into overseas markets. Advertising can not only inform and persuade customers, it can fulfil all the tasks that it does in the United Kingdom. Advertising can build the image of a company and its products, opening doors to sales representatives that would otherwise be closed, and making the selling job easier. Advertising can persuade shop- and storekeepers to stock goods, believing that the advertising will increase and speed turnover. Advertising can sell to the final customer, bringing, as it does, information about the product and the advantages it possesses over competitors in meeting his needs.

Advertising, however, must be on a continuing basis, constantly bringing the manufacturer's message to the market place. Overseas, as in this country, markets are not static, neither is competition inactive or products incapable of improvement. The market is always in a state of flux and movement. The appeal to it must be continuous – to reinforce the loyalty of old customers, to gain new customers, and to win back those who once bought the product but now do not do so.

Manufacturers who have not ventured into an overseas market might well find a good launching pad for their product in a British Week. These are organized by the Board of Trade and the British National Export Council, who will always send details of projected Weeks to a manufacturer.

The Government, through the Board of Trade, is willing to help manufacturers with advertising in support of participation in

Board of Trade minister at International Trade Fair in Tripoli

THE BOARD OF TRADE announce that Lord Walston, Parliamentary Secretary at the Board of Trade, is in Libya from February 27 to March 3 to open the British Pavilion at the International Trade Fair, which is being held in Tripoli from February 28 to March 20. The Board of Trade announced on February 21 that Lord Brown, Minister of State, Board of Trade, would be making this visit, but Lord Brown has since had to enter hospital for a medical check-up.

Anglo-Norwegian trade conference

THIS YEAR is the 750th aniversary of Britain's first trade and friendship agreement drawn up in 1217 AD by King Henry III of England and King Haakon V of Norway. In commemoration of this, the London Junior Chamber of Commerce in conjunction with the Oslo Junior Chamber, are organizing a one-day Conference in London on April 26 to discuss trade between Norway and the United Kingdom.

Eminent speakers from this country and Norway will attend and there will be ample opportunity for the delegates to meet informally Further information can be had from: Mr. John Skeeles, London Junior Chamber of Commerce, 69 Cannon Street, London, E.C.4.

ADVERTISING, *continued*

British Weeks or at Overseas Trade Fairs – up to 50 per cent of the cost of advertising appearing in a co-operative advertising scheme which is in conjunction with a British Week, British Pavilion or Joint Venture effort at an Overseas Trade Fair. Joint venture scheme stands at Overseas Trade Fairs are provided free by the Board of Trade.

The manufacture making proper use of the facilities of the modern advertising agency service can sharpen up his export marketing and increase his overseas sales.

Advertising efficiently executed has a great contribution to make to the progress of our export drive and to our ultimate prosperity.

Previous articles in this series:

		1966
Banking	–	**April 29**
The work of chambers of commerce	–	**May 20**
Insurance	–	**May 27**
Confedration of British Industry	–	**June 24**
Council of Industrial Design	–	**July 15**
The role of export houses	–	**August 5**
Packaging in export	–	**October 7**
Commercial libraries	–	**November 4**
Languages for industry and commerce	–	**November 18**
Education for export	–	**December 2**
		1967
The shipping and forwarding agent	–	**February 17**

EFTA ministerial meeting in Stockholm

THE EFTA COUNCIL and the Joint Council of Finland and EFTA are meeting at Ministerial level in Stockholm on March 2-3. The United Kingdom delegation is being led by Mr. Michael Stewart, First Secretary of State, supported by Mr. Douglas Jay, President of the Board of Trade, and Mr. F. Mulley, Minister of State for Foreign Affairs. Mr. George Brown, Foreign Secretary, is attending part of the meeting.

The Ministers are discussing the full range of European Free Trade Association business, including the question of European integration and external relations (Kennedy Round); the regular report of the Secretary-General on the activities and progress of the Association; and the subject of agricultural co-operation in EFTA.

The full text of the final communique will be published in next week's issue of the *Board of Trade Journal*.

United States store buyers to visit Britain

THE BOARD OF TRADE have been advised that buyers from the City Stores Group, which will be holding promotions this year featuring British goods, will be visiting Britain during March. Manufacturers and exporters wishing to meet these buyers should contact the London Buying House.

Name of Buyer	Merchandise Sought	Dates in London
Maison Blanche Co., New Orleans. Dates of promotion: September 17-30.		
Mr. Emile Alline	Display department	March 14-17
Mr. R. Neal Smith	Shoes (men's, women's children's)	March 2-10
Mrs. Wilma Schwartz	Giftware	March 18-21
Loveman, Joseph and Loeb, Birmingham. Dates of promotion: October 9-14.		
Mrs. Randy White	Giftware	March 18-21
Lit Bros., Philadelphia. Dates of promotion: September 6-16.		
Mr. Irvin Berlin	Giftware	March 18-21
Mr. Sol Goldblatt	Shoes (men's, women's, children's)	March 2-10
Lowenstein and Bros. Inc., Memphis. Dates of promotion: October 2-9.		
Mrs. Sally Howorth	Ladies' coats	March 11-13
Mr. Clifford Hoehne	Dresses, ladies' coats	March 11-13
Richards, Miami. Dates of promotion: September 6-16.		
Mr. Robert Halcrow	Display department	March 14-17
Mrs. Claire Von Arnold. (Fashion Consultant to the City Stores Group).		March 11-15

The London Buying House representing the City Stores Group is Metasco Inc., 167 Oxford Street, London, W.1. (Tel.: Gerard 3301).

ADVERTISING IN THE CARIBBEAN, FAR EAST, MIDDLE EAST & LATIN AMERICA?

Ford Farrow & Partners can help you with your marketing and advertising problems in overseas markets. The experience that we can offer is most valuable in those countries where on the spot guidance is not readily available. We are currently handling advertising for clients in 46 such countries around the world.

Wherever you want to sell—Abu Dhabi or Antigua, Hong Kong or Honduras, Saudi Arabia or Sierra Leone—we can help you.

FORD FARROW & PARTNERS LTD. Advertising Practitioners
44 Oxford Street, London, W.1. Telephone: LANgham 3688

President's visit to South Wales

MR. DOUGLAS JAY, President of the Board of Trade, visited South Wales on February 24 and 25.

On February 24, Mr. Jay opened the Pontardawe Industrial Estate and visited the site of a Board of Trade advance factory at Ystalyfera. The President spoke (see below) at a lunch given by the Pontardawe Rural District Council at the Dragon Hotel, Swansea. In the afternoon, the President met members of the Rhondda Borough Council and after performing a tree-planting ceremony to mark the acquisation by the Board of Trade of a site at Talbot Green for development as an industrial estate, he called on the Llantrisant and Llantwit Fardre Rural District Council. In the evening Mr. Jay attended a dinner given by the Welsh Industrial Estates Corporation at the Royal Hotel, Cardiff.

On February 25, after visiting the Board of Trade Office for Wales at Gabalfa the President attended a lunch at the Aberdare College of Further Education, Trecynon, given jointly by the Neath Rural District Council and the Aberdare Urban District Council for the directors and keyworkers of Lastex Yarn and Lactron Thread Ltd.

Speaking at the Pontardawe Rural District Council lunch, referred to above, the President said that he was delighted to have been able to launch two new publicly owned industrial estates in South Wales, at Pontardawe and Llantrisant, which were both designed to provide new and diversified employment in coal mining areas. The Pontardawe Estate of 30 acres had been pioneered by the Council and the Board of Trade was building one of the five factories planned or being built there. Three of these would be taken by engineering firms, Kenyon Refrigeration, Swansea Jig & Tool and Samlet Engineering. The Board of Trade factory should be finished this month. He was also glad to announce that Valeron Corporation of Detroit were to build yet another new factory at Pontardawe to make metal cutting tools. At Ystalyfera, in the Pontadawe District, the Board of Trade were clearing an eyesore to build another advance factory of 25,000 sq. ft. and Fforest Fach would get two others. Mettoys at Fforest Fach were also embarking on an expansion and a big expansion was planned also by Penn Elastic there.

The President continued: 'At Llantrisant 70 acres are to be developed as a major new industrial estate by the Board of Trade and Welsh Industrial Estates. This will be the largest new industrial estate in South Wales since Bridgend and Treforest, and it is specially located to be within daily travelling distance of the Rhondda valley. I intend to provide more employment here and in the Rhondda itself (if sites can be found) for those being released from the coal industry. Two advance factories are shortly to be built in the Rhondda, and factory building will begin at Llantrisant in a few months' time for firms mainly employing men. One of these, Fram Filters Ltd., will operate a factory of 200,000 sq. ft. to employ 550 people, and another, Perkin-Elmer Ltd., one of 20,000 sq. ft. to employ 150. I hope that the Glamorgan Council can also begin work soon on the road work at this site.'

The President said that it had not been possible for South Wales to escape altogether the rise in unemployment during the last 6 months, due to contractions in the coal industry, the normal seasonal rise, and the temporary restraints on the economy, all combined. South Wales had also suffered greatly from the descheduling as a development district of practically the whole area by the previous Government from 1960 up to 1964. Most of it was rescheduled in 1965, together with nearly the whole of Wales as a new development area last summer.

'Despite the time lag', said the President, 'these new measures have now begun to work. Over the last six months unemployment rose 72 per cent in Great Britain, 78 per cent in London and the South-East and even more than this in the Midlands. But in Wales it rose only 42 per cent. There are now signs of a rise in the number of unfilled vacancies in the country as a whole, and the seasonal movement for the next six months will be favourable. No restrictions were placed by the Government's measures of last July on factory building in Wales: and no building licensing is in force.

'I believe the effect will increasingly now be shown of these measures and the deliberate use of industrial development certificates by the Board of Trade over the last 2½ years to steer new industry to the development areas. Wales has benefited particularly by this process. In the years 1960-1964 Wales secured only 5 per cent of the total square footage of new industrial building in Great Britain; but in 1965-66 the average rose to 10 per cent. This doubling of the proportion must mean increasing new employment from now on. The total approved in Wales in 1966 amounting to 9.2 million sq. ft. of new industrial building. These factories, when completed, should employ over 20,000 people, the highest figure approved in one year for 10 years past. Already this year, 1967, we have approved i.d.cs. for another 1 million sq. ft. of factory space in Wales.'

Mr. Douglas Jay, President of the Board of Trade, planting a flowering cherry tree on the site of the new 70 acre industrial estate at Llantrisant on February 24 during his visit to South Wales. (Picture by courtesy of Western Mail and Echo Ltd., Cardiff).

The President said that in addition to private building, the Board of Trade were constructing a large number of Government owned factories, including the advance factory programme. Since October 1964, 24 advance factories had been announced for Wales, most of them deliberately located in areas where coal closures were expected. Of these 24, nine were now building, two were already completed, with one extension, and four would be started during March. The 24 together would total 375,000 sq. ft. of factory space. It was proposed to build mainly on land already owned by the Board of Trade, so as to avoid legal delays and get on more quickly.

The Board of Trade would also build new factories for individual firms. Nine such projects totalling 409,000 sq. ft. of these had been completed in the last two years, 11 of 264,000 sq. ft. were now being built, and 25 of 852,500 sq. ft. had been approved and were going forward. From these individual firms' schemes some 6,400 jobs were expected to arise. Already in Wales 64,000 people were employed on all the Board of Trade's factories and estates. He hoped to see this total increase rapidly.

The President said: 'The Government has also now increased the grant for new industrial plant in development areas to 45 per cent, the highest ever recorded, for firms which develop in 1967 or 1968. This should be a very powerful incentive to firms to go ahead at once while these generous grants are available. They apply to replacements and not just new projects like the previous grants.

'Another important new development, which will benefit the Rhondda, is the extension proposed at Hirwaun for Lastex Yarn and Lactron Thread Ltd., a subsidiary of Dunlop. This firm, which already employs 260 at Hirwaun, have now applied for another 80,000 sq. ft. as part of a major reorganization and modernization scheme. This will mean jobs for another 300 people near to the Rhondda and Aberdare valleys. We are actively seeking more sites in the Rhondda valley with the co-operation of the Council there. There are other expansions as well as contractions now going forward in the Rhondda, including, for instance, the expansion by Bramber Engineering Ltd. at Treorchy.

'A large number of nationally known firms are also launching expansions in Wales, which have been approved by the Board of Trade in 1966. These include Ford Motor Co., Girlings Ltd., Cadburys, Austin-Crompton Parkinson and Chance Pilkington, as well as Fram Filters, Dunlop Rubber and Perkin-Elmer.'

New Government office work, was also being moved to South Wales wherever possible, to increase and diversify employment in the development areas and ease congestion in London. The Board of Trade's own new investment grant office had just opened in Cardiff. Other Government offices to be set up in Wales were the Passport Office at Newport (90 jobs), the Land Registry at Swansea (500 jobs) and the Land Commission at Cardiff (120 jobs).

'On top of all this, the Board of Trade is participating in a special programme for clearing derelict sites', said the President. 'I am interpreting in a liberal sense the provisions of the Act of 1966 which enable grants to be given for clearance. In addition, the Board of Trade itself is clearing a coal tip at Maesteg to provide a factory site and we have in mind to acquire other sites to prepare for industrial use.

'All this new development work by the Board of Trade following the slack years from 1960-64, means that we have had to strengthen our staff in Cardiff, and that of Welsh Industrial Estates also. I am sure that all this is necessary if we are to carry through the steadily expanding development programme which the contraction of the coal industry and the present employment situation demands. A great effort will be needed because of the forces working against us, but we now have the resources, the organization, and the staff – and the will – to carry through the job to success.'

Note:

Forty-six key workers of Lastex Yarn and Lactron Thread Ltd. are being transferred with their families from the company's Fort Dunlop factory to provide the technological expertise involved in the transfer of this production to Hirwaun, and will be housed in a substantial expansion to be provided by the Board of Trade.

Expansion of traditional Scottish industry

JOHN LETTERS AND CO. LTD., golf club manufacturers, are soon to occupy additional factory space on Hillington Industrial Estate. The Scottish Industrial Estates Corporation announced recently that Board of Trade approval has been given to the allocation of a further 6,000 square feet to this company. The company's annual production now runs at about 250,000 clubs, 50 per cent of which are exported to nearly all European countries as well as South Africa, Australia and New Zealand.

Deputation on Turnhouse Airport

A DEPUTATION from Edinburgh Corporation led by the Lord Provost, Mr. H. A. Brechin, saw Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, on February 28 to discuss the possible acquisition of Turnhouse Airport by the Edinburgh Corporation.

Further progress was made in their discussions, which have been taking place over the past few months. Details have still to be worked out, and it was agreed that a further meeting should be held in the middle of May. It was agreed to study further the question of a second runway, particularly regarding timing and cost.

Appeal against Air Transport Licensing Board decision

THE BOARD OF TRADE have dismissed appeals by Lloyd International Airways and British United Airways against the Air Transport Licensing Board's refusal of their applications for air service licences for all-cargo operations on routes between the United Kingdom and the Middle and Far East. An appeal by British Eagle International Airlines against the refusal of a licence for a mixed passenger/cargo air service over similar routes has also been dismissed.

These decisions by the Board of Trade accord with the recommendations of Sir Harold Kent, GCB, the Commissioner who heard the appeals.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade (Branch AGP2), Shell Mex House, Strand, London, W.C.2.

President on Commonwealth trade

BRITISH exports to the Commonwealth in 1966 were over 80 per cent greater in volume than in 1938. In value they were about eight times greater. Imports from the Commonwealth have risen 73 per cent in volume since 1938. Our total exports to the Commonwealth in 1966 were £1,305 million and our imports from the Commonwealth £1,643 million.

These figures (which exclude South Africa) were given by Mr. Douglas Jay, President of the Board of Trade, when he spoke to the Commonwealth Producers Organization in London on February 23. They illustrated the economic importance of Commonwealth trade to this country, he said.

'Our exports to the main Commonwealth countries per head of population of these countries, are now larger than to almost any other group in the world. British exports for instance in 1966 were £47 per head to New Zealand, £22 to Australia, £21 to the West Indies, £11 to Canada, £17 to EFTA, £5 to the EEC and £3 to the United States', the President continued.

'Despite the rise of great new industrial and trading nations like Japan and the Soviet Union in recent years, the proportion of Britain's total trade carried on with the Commonwealth is not far different today from what it was in 1938.

'Our exports to the Commonwealth were 34.5 per cent of our total exports in 1938 and 28 per cent in 1965. Our imports from the Commonwealth were 34.5 per cent of our total imports in 1938 and 30 per cent in 1965.

'One important reason for the great growth of British exports to the Commonwealth since 1938 has been the valuable privilege of both duty-free entry and preference which we enjoy, particularly in the older developed Commonwealth countries. These advantages are greater and more valuable than is generally realized. In recent years 65 per cent of our exports to Australia have entered duty-free and 85 per cent under preference; for New Zealand 45 per cent duty-free and 85 per cent under preference: and for Canada 65 per cent duty-free and 65 per cent under preference. Total British exports to these three countries and South Africa (where we also enjoy a measure of preference and duty-free entry) now total about £850 million a year.

'Britain's trade with various other groups and countries in Europe and elsewhere outside the Commonwealth is also of very great value to us; and we must do all in our power to achieve the widest possible expansion. But the importance to us of Commonwealth trade is even greater than the bare figures suggest, because of the nature of that trade. A very high proportion of our imports from the Commonwealth consists of the essential foodstuffs and materials which are basic to our whole economic future. Plentiful imports of these commodities at economic prices are the first necessity for Britain's solvency and standard of living.

'That is why the present Government has extended the invaluable work of the BNEC to cover all parts of the Commonwealth; and why we are firmly pledged as a Government, in any negotiation that may take place with the EEC, to ensure that essential Commonwealth interests are safeguarded.'

New president for EUROCONTROL Permanent Commission of Ministers

MR. J. P. W. MALLALIEU, who succeeded Mr. Roy Mason as Minister of State, Board of Trade, has assumed the office of President of the Permanent Commission of Ministers of the European Organization for the Safety of Air Navigation (EUROCONTROL), previously held by Mr. Mason.

In this capacity Mr. Mallalieu visited the organization's headquarters in Brussels and the recently inaugurated EUROCONTROL Experimental Centre at Bretigny-sur-Orge, near Paris, on March 2. Mr. Mallalieu met the international staff of the organization and was briefed at first-hand on the responsibilities and scope of EUROCONTROL'S tasks in the field of air navigation safety in Europe.

BEA board appointment

THE BOARD OF TRADE have reappointed Sir Alexander Glen as a part-time member of the Board of British European Airways Corporation for a further three years from April 1, 1967.

Mr. S. Kenneth Davies, who has been a part-time member of the BEA board since 1951, will be retiring from the board on March 11.

Vehicle and tractor delegation from the Soviet Union

THE BOARD OF TRADE announce that a 10 member mission from the Soviet Union arrived in the United Kingdom on February 28 to study the British vehicle and ancillary industries in connection with the Soviet Union's plans to increase substantially their domestic production of cars, buses, lorries and tractors.

The delegation, which will stay for 17 days, is being led by Mr. N. I. Strokin, First Deputy Minister for the Automobile Industry. The other members are eight senior Soviet specialists from the Ministry of the Automobile Industry and the Ministry of Tractor and Agricultural Engineering, together with an interpreter.

The delegation will visit over 30 factories throughout the country. In addition to seeing what British manufacturers of vehicles, tractors and components, plant, equipment and machine tools can offer, they hope to discuss technical questions with British specialists and to have preliminary discussions on forms of co-operation which might be arranged between British companies and the Soviet organizations involved.

Plastics trade mission from Poland

THE POLISH Chamber of Foreign Trade proposes to send a plastics industry mission to the United Kingdom about the end of April this year. Poland is the second of the countries visited by a British plastics industry trade mission last year to respond to the British Plastics Federation's invitation to send a return mission. A Czechoslovakian mission visited British plastics companies at the end of 1966.

A programme of factory tours and receptions is being worked out for the Polish visitors.

The British Plastics industry mission to Poland, led by Mr. J. E. Richardson, export manager of the Distillers' Chemical and Plastics' Group, assessed the likely market potential for United Kingdom plastics materials and machinery in Poland at top-level meetings with Government departments, State trading organizations and the managers of State enterprises. They gathered a 'shopping list' of the Polish industry's needs, and this is included in the *Report* of the mission published by the Federation.

Prime Minister in EEC talks

MR. HAROLD WILSON, the Prime Minister, and Mr. George Brown, Foreign Secretary, visited The Hague earlier this week for the fifth of their series of talks with Heads of Government of the countries of the European Economic Community.

Men's wear buyers from Brussels

BNEC Export Council for Europe brought over a group of men's wear and boys' wear buyers from Belgium to visit IMBEX (International Men's and Boy's Wear Exhibition), which took place at Earls Court on March 2 and 3.

This is one of a series of buying missions in connection with this year's Brussels British Week. Two of Belgium's biggest department stores, Sarma-Nopri and Au Bon Marche, will be represented, together with some specialized shops. Focal point of the visit will be IMBEX, but a small programme of additional appointments is being arranged with the help of the Clothing Export Council.

Export prospects in Finland

THE BRITISH Institute of Management, in collaboration with the Finnish Embassy in London, is holding a one-day seminar on March 14 on trading with Finland. This seminar, which is one of a series on European markets being organized by the Institute, is intended for directors and export executives.

Finland is an associate member of the European Free Trade Association. Her import duties to member countries on most industrial goods now stand at 10 per cent of the 1960 level, and these will be reduced to zero at the end of 1967. The BIM consider that with her high standard of living and sophisticated tastes, Finland presents our exporters with an attractive and competitive market for goods of all kinds.

At this seminar the Finnish Ambassador will be the speaker over lunch on Finland's EFTA connections.

Further information about the seminar, also application forms can be obtained from Mr. F. A. Collett, British Institute of Management, Management House, 80 Fetter Lane, London, E.C.4 (Tel. Holborn 3456).

'Call Export Intelligence'

Call EXPORT
INTELLIGENCE
at the Board of Trade

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has recently entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters, and this is reflected in a new series of advertisements showing examples of the help received by specific firms. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 25,700 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:

at HQ, London: City 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM Midland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW City 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) Tate Gallery 4355 Telex 25991
LONDON (Eastern Counties) Tate Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER Deansgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Channel tunnel: finance and construction

THE FOLLOWING STATEMENT concerning the financing and construction of the proposed Channel tunnel and the scope for participation by private interests was made by the Minister of Transport on February 22:

'I have agreed with Monsieur Pisani, the French Minister of Equipment, to make available from today a memorandum to serve as a basis on which persons interested in financing and providing for the construction of the Channel tunnel can decide to make their initial approach to the two Governments. This document outlines the matters on which private interests would in due course be expected to make proposals and the scope within which terms would have to be agreed with the two Governments. It also contains background information on the nature and cost of the project and the traffic it would carry. Copies in English of this memorandum may now be obtained on written application to the Channel Tunnel Division, Ministry of Transport, St. Christopher House, Southwark Street, S.E.1. A French text is also now available at the French Ministry of Equipment.

'Private interests who wish to pursue discussions with the two Governments are invited to make their intentions known, both to the Ministry of Transport and to the French Ministry of Equipment by April 15, 1967. The British and French Governments will in due course pursue a more detailed exchange of views and information with a limited number of the applicants.

'The present invitation is intended to apply only to those who are interested in financing the Channel tunnel and providing for its construction. The two Governments envisage that the issue of invitations to tender for the actual tunnel works will take place at a later stage: those who are interested in the Channel tunnel purely as engineering contractors need not therefore apply at the present stage.'

Export promotion for fashion furs

ONE OF THE greatest breakthroughs in making high fashion in Britain available to the mass market has come from the fur trade. Young, inexpensive, imaginatively styled in a variety of brilliant colours and from a wider variety of materials than ever before, British furs are now enjoying an unprecedented wave of popularity with all ages.

Hoping to repeat this success abroad, seven leading manufacturers of made-up furs have joined forces to form the London Fur Fashion Export Group. At a reception on February 23 to launch the group, they staged a preview of fur fashions for autumn, 1967, as a sample of what they will be showing to leading buyers and furriers in Sweden, Denmark and Switzerland during a selling mission to these countries in March. This will be sponsored by the British National Export Council.

At the reception Mr. Robert Biss, chairman of the group, said that in addition to undertaking what was their first selling mission, the group would also be exhibiting on the combined British stand – organized by the British Fur Trade Association in conjunction with the Board of Trade – at the International Fur Fair in Frankfurt. A reception was to be given for American buyers in June, and the group was also in the process of discussing other promotional events.

British commercial representatives overseas

THE FOLLOWING amendment should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on January 20:

PORTUGAL – Oporto: *Amend* Praca D. Joao 1, to read Praca D. Joao 1, No. 28.

SIERRE LEONE – *Amend* the postal address and telephone number to read: Private Mail Bag c/o GPO, Freetown. Tel. 3961-6.

MADEIRA – *Amend* telephone number to read: 21221.

BoT annual report on the Monopolies and Mergers Acts 1948 and 1965

THE BOARD of Trade's annual report on the operation of the Monopolies and Mergers Acts, 1948 and 1965, was published on February 28. The report includes a summary of the work and expenditure of the Monopolies Commission during 1966. Copies of the report can be obtained from HMSO, 49 High Holborn, London, W.C.1. and branches or by post from HMSO, PO Box 569, London, S.E.1. (price 3s. 6d. or 3s. 11d. by post).

Pearson report on the shipping industry

THE FINAL Report of the Court of Inquiry into certain matters concerning the shipping industry (Cmd. 3211) was published by HMSO on March 1 (price 10s. 6d. net). The Court of Inquiry, under the chairmanship of Lord Pearson, was appointed by Mr. Ray Gunter, Minister of Labour, during the seamen's strike last year.

Marine inquiry – loss of m.v. Darlwyne

THE findings of the Court of Formal Investigation into the circumstances attending the loss of the motor vessel 'Darlwyne' O.N. 301110, on voyage between Fowey and Falmouth, probably on July 31, 1966, will be read at 10.30 a.m. on Monday, March 13, 1967 in the Old County Hall, Truro.

Trade mission to South Africa

A BROAD-BASED trade mission from Britain's rubber industry to South Africa is leaving on March 4 and will return on March 25. Sponsored by the Federation of British Rubber & Allied Manufacturers and the British National Export Council, the mission will be calling at Johannesburg, Cape Town, Port Elizabeth, East London and Durban.

The British rubber industry is the largest in Western Europe, with a total output valued at more than £360 million per year. The industry's export production runs at over £65 million per year (including motor tyres) and South Africa, which accounts for about £2⅓ million, is one of its most valuable markets after the United States and Canada.

The purpose of the mission is to offer some of the newest developments and to look for new trade outlets in South Africa, either through the expansion of direct exports, or possibly by manufacturing in the Republic (as is largely the case already with motor tyres).

The mission is led by Mr. Charles Turnbull, group export manager of the British Vita Group of Companies, and has nine members. The range of products offered includes consumer goods, but is mainly concerned with machines and equipment for the rubber industry, industrial components and fittings.

Leicester industrialists' mission to Scandinavia

THE LEICESTER Chamber of Commerce's second mission to Scandinavia left London Airport for Helsinki on February 26. The mission comprises 14 member companies – including manufacturers of electrical equipment, machine tools, electric and gas catering equipment, knitting machinery, knitted fabrics and hosiery and knitwear. In the 13 days the mission will be visiting Helsinki, Stockholm, Oslo and Copenhagen.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (*Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in his country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 17, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.39	Sodium nitrite, other than analytical reagent quality.	As in previous column .	November 2, 1967	6985
83.13	Tinplate caps for sealing jars, of an internal diameter on the rim of not less than 2·001 inches and not more than 2·031 inches and a depth of not less than 0·430 inches, and not more than 0·440 inches stamped from tinplate of nominal thickness of 0·0077 inches, with an internal curl, a vinyl coating applied to the internal surface and a plasticized lining compound deposited on the internal side wall and top sealing panel to form a sealing gasket.	Tinplate cap with side wall gasket.	December 31, 1967	9400

The Import Duties (Temporary Exemptions) (No. 1) Order, 1967

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 1) Order, 1967.

This Order provides that the goods listed in Schedule 1, mainly chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, including certain chemicals, shall continue to be temporarily exempt from import duty until December 30, 1967, or such other date as may be specified in the Order.

The Order came into operation on March 2, 1967, and has been published as Statutory Instruments, 1967, No. 205.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 2) Order, 1967

THE TREASURY has made the Import Duties (General) (No. 2) Order, 1967.

This Order:

(1) reduces from 20 per cent to 10 per cent *ad valorem* the full rate of import duty on adhesive tapes less than 4 inches in width for use with certain embossing devices;

(2) reduces from 20 per cent to 10 per cent *ad valorem* the full rate of import duty on wet blue chrome tanned bovine cattle and equine leather weighing less than 4 lb. per piece;

(3) removes the import duty on certain used sacks and bags containing 85 per cent or more by weight of jute.

The Order came into operation on March 2, 1967, and has been published as Statutory Instruments, 1967, No. 203.

Copies of the Order are obtainable direct from HMSO.

The Import Duty Drawbacks (No. 2) Order, 1967

THE TREASURY has made the Import Duty Drawbacks (No. 2) Order, 1967.

This Order:

(i) revokes the existing fixed rates of drawback of import duty for the following exported goods:

- (a) animal foodstuffs, canned, manufactured from imported whalemeat, and
- (b) inked ribbons for typewriters, etc., manufactured from imported woven silk fabric,

and provides for drawback to be related to the duty paid on the imported goods actually used in the manufacture of the exported goods, and

(ii) reduces the rates of drawback of import duty in respect of:

- (a) certain specified linseed oil and linseed oil goods manufactured from imported linseed, linseed oil, and
- (b) printers' inks and printing ink bases manufactured from imported linseed oil.

The Order came into operation on March 2, 1967, and has been published as Statutory Instruments, 1967, No. 204.

Copies are obtainable direct from HMSO.

Exchange control travel restrictions: yachts

HM TREASURY announce the following rules will apply to yachts used for private purposes in the travel year ending October 31, 1967. They will come into effect from April 1.

Bunkering

Foreign currency outside the travel allowance will no longer be available to pay for bunkers and lubricants. But these may be paid for in the United Kingdom in sterling no matter where they are lifted.

Victualling

Payment for victualling other than for paid members of the crew in a port outside the sterling area will have to be met from the yacht owners' and passengers' basic travel allowances.

Crews' wages

Crew members who are United Kingdom residents must be paid in sterling, but will be allowed foreign exchange for their personal expenses in foreign ports in the same way as other merchant seamen. The cost of employing 'non-resident' crew members must be met from the owners' and passengers' basic travel allowances (unless the vessel is permanently moored in a port outside the sterling area).

Harbour and canal dues

With effect from April 1, 1967, all harbour dues and canal dues will have to be met from the owners' and passengers' basic travel allowances (except where the vessel is permanently moored in a port outside the sterling area).

Permanent moorings outside the sterling area

Where a vessel is permanently moored in a port outside the sterling area, extra foreign currency will be allowed to pay mooring fees, harbour dues and wages of not more than two crew members or caretakers; or, in reasonable amounts, to pay for essential attendance by a boatyard or other necessary maintenance. All other expenses must be met from the basic travel allowances of those making use of the vessel, or, subject to prior permission from the Bank of England, from the proceeds of charter to a non-resident.

Repairs

Payments will continue to be authorized to meet the cost of essential repairs necessarily undertaken in places outside the sterling area.

Note:

The new rules put people taking their holidays on yachts in approximately the same position as other holiday-makers. Previously some had enjoyed an advantage in being able to make use of a general permission, mainly intended to cover requirements of

(Continued at foot of page 576)

New Books

Marketing and Advertising in Europe. BNEC Export Council for Europe. (35 pages. Free from the Council, 6-14 Dean Farrar Street, London, S.W.1). Believing that British industry in general is devoting too little effort to advertising in Europe, the Export Council for Europe, in collaboration with the Institute of Practitioners in Advertising, has published this booklet with the specific object of drawing attention to this in a general way. The West European market today accounts for 42 per cent of British exports; and with present public concern over the Common Market and the fact that tariff barriers in EFTA disappeared at the beginning of this year, the Council feels that greater efforts are needed to maintain our export drive in Europe. Other countries competing for the same markets are spending proportionately much more on advertising than we are. Of the two main sections of the booklet, one relates advertising to the total marketing effort, for unless this is done the expenditure on advertising itself may well be wasted. The other section provides useful guidance on handling advertising, particularly in overseas markets. The appendices contain a variety of practical information, including some comparative statistics.

Future Demand for Process Plant. A report by the Process Plant Working Party. (24 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1). The first report of the working party contains a comprehensive survey of the future demand for process plant in the chemical, gas, oil and associated industries. The principal object is to help process plant manufacturers to assess more accurately their prospects, and to enable them to make soundly based decisions on investment, capacity and production. The report concludes that the rising demand for plant will continue, and that current levels of output should be raised sharply.

The Financial Development of Mexico, by Raymond W. Goldsmith. (113 pages. 15s., by post 15s. 7d., from HMSO and Government bookshops). This report is the first to appear in what is intended to be a series of country studies of financial development in less-developed countries issued by the OECD Development Centre. Mexico is one of the few countries outside Europe and North America which have managed to take off into sustained economic growth, and has independently developed a financial system with definite characteristics of its own. The report begins by briefly describing the basic features of Mexico's economic development, and the main characteristics of its present financial structure. Two special features of this structure – the Nacional Financiera and private finance companies – are dealt with in more detail, and trends in Mexico's financial development during the 20th century are summarized. These essentially descriptive chapters are followed by an examination of the process of saving and investment and an assessment of the contribution which financial development has made to Mexico's economic growth. The text is supplemented by 59 statistical tables, collected together in a statistical appendix, including many figures specially calculated for this study or taken from unpublished Mexican sources. There is also a short bibliography.

How to Find Out: Management and Productivity, by K. G. B. Bakewell. (364 pages. Pergamon Press, 30s.). This narrative guide to sources of information on management and productivity has been compiled by a librarian with special knowledge of these subjects, derived from his experience as a former librarian of the British Institute of Management. It is aimed primarily at students of management subjects, but it is also intended to be of use to practising managers and to librarians and information officers. The chapters are arranged in order of the Universal Decimal Classification, so that careers in management and management study and teaching are dealt with first, then bibliographies and the use of libraries. Special forms of literature (dictionaries, encyclopaedias, periodicals and abstracts), management and productivity organizations, and management history are the remaining topics dealt with in the first half of the book. In the second half, treatises and monographs on the general subject and on particular aspects, including scientific management, office management, financial management and accounting, personnel administration, production management and marketing management, are listed and briefly described. There are three appendices, covering statistics as an aid to management and productivity, directories for the manager, and the manager and the law. The book ends with an 18 page index, which is largely an index to the authors of works mentioned in the text. Titles have not normally been indexed, and specific subjects dealt with in the text are often indexed under rather general headings. The author's preface is dated April 1966, but particularly where government publications and organizations are concerned the 'cut-off' date is in some cases rather earlier, so that some entries are no longer accurate. Thus the Board of Trade's *Export Service Bulletin* (p. 303) has been published daily (Monday to Friday) since January 1964; the Treasury *Bulletin for Industry* (p. 330) ceased publication with the August 1964 issue and was superseded from January 1965 by the *DEA Progress Report* (monthly, available free from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1); the *Accounts Relating to Trade and Navigation* (p. 329), though containing figures collected by HM Customs and Excise, was a Board of Trade publication, as is its monthly successor from January 1965, *Overseas Trade Accounts of the United Kingdom*. The Regional Boards for Industry (p. 129) were superseded during 1965 by the Regional Economic Planning Councils. The *Sectional Lists* of government publications (p. 56) are issued by HMSO and in most cases do not give details of publications issued by government departments as non-sale items. Several such items, and many HMSO sale publications, likely to be of interest to management students and practitioners are described in *Commerce, Industry and HMSO* (revised edition, 1966, available free from HMSO and Government bookshops). Information about Board of Trade non-sale publications is given in a monthly list, *Board of Trade Publications not sold by HM Stationery Office,* available free from the Librarian, Board of Trade Library, 1 Victoria Street, London, S.W.1.

Harold Wilson's Productivity Conference, by Peter Jenkins. (16 pages. Pergamon Press. 2s.). Issued in the 'Take Home Books and Productivity Progress' series, this pamphlet first of all describes the background to the Prime Minister's decision to call a productivity conference. Then under the headings of Investment and Productivity, Productivity Techniques, and Labour Utilization, Mr. Jenkins outlines the background papers that were given to the conference, describes the proposals, summarizes the discussion and notes the decisions. In a final section on Achievements the author critically examines the success and failings of the conference.

Bahamas Handbook and Businessman's Annual. Sixth edition 1966-67. Edited by Etienne Dupuch, Jr. and S. J. Perfetti. (550 pages. Etienne Dupuch, Jr. Publications, Box 958, Nassau, Bahamas. $4.95, plus 45c. postage, sea mail, $1.90, air mail). 'The Bahama Islands, whose virtues exceed the imagery of the most audacious huckster's hyperbole, sedately offer their magnificence and diverse appeal . . . multi-tinted seas, prolific greenery, history and legend, the heady aura of wealth and the promise of fortunes still awaiting the prospector . . . this is the motif of the 1966-67 edition of *Bahamas Handbook and Businessman's Annual.*' A chatty handbook, but containing useful sections on Government, business, finance and the tourist industry.

Economic Survey of Northland, by the New Zealand Department of Industries and Commerce. (246 pages. Free from the Department, Wellington, New Zealand). Northland is the long peninsular stretching away to the North West from the North Island. Its population is sparse and not expected to increase very quickly in the near future. This survey examines the prospects and potential growth of rural industry in the region, particularly farming, forestry, fishing and tourism.

European Business. (A quarterly review published by the International Graduate Association of INSEAD, 16 Rue Chateaubriand, Paris 8. 50s. per annum). INSEAD is the European Institute of Business Administration situated at Fontainebleau, and offers a year's post graduate study in business management techniques. This review has been issued for three years and its objective is to provide an integrated view of the operations of an enterprise, bringing together management techniques, social sciences and the study of the European environment. In each issue articles are grouped under three headings, Management Techniques, Social Sciences, and Economic and Social Environment. Issue number 12, February 1967, contains articles on strategic planning, planning in German industry, a new method of financial analysis, profitability measurement, management appraisal, and Franco-German co-operation in banking. The review is published in English.

Other publications

BASIC STATISTICS OF THE COMMUNITY. Comparison with some European countries, Canada, the United States, Japan and the USSR. 7th edition 1966, 204 pages. Statistical Office of the European Communities, 170 rue de la Loi, Brussels.

INDIA AND PAKISTAN WOOL, HOSIERY AND FABRICS 1967. 18th edition. An Annual Review of the Wool, Worsted, Carpet, Jute and Hosiery Trades and Industries in India and Pakistan, covering Raw Wool Production, Classification, Import and Export, Yarn Production, Knitting and Manufacturing, Processing, Distribution and Marketing. 240 pages. Commerce (1935) Ltd., Brady House, 12-14 Veer Nariman Road, Bombay 1.

INTERNATIONAL WHO'S WHO 1966-67. 30th edition. 1,365 pages. Europa Publications Ltd., 18 Bedford Square, London, W.C.1. £7.

1967 WORLD EXHIBITS. The Annual International Directory of Trade Fairs and Exhibitions, sponsored by the Athens Chamber of Commerce and Industry. General supervision by Stavros A. Stavropoulos. 1,500 Fairs and Exhibitions in 55 countries. 4th year. 247 pages. Maecenas Publications, 66 Skoufa Street, Athens 144. (The second issue of this directory was reviewed in the *Board of Trade Journal*, December 11, 1964, page 1262. This issue has only two sections – the geographical section and the classified section; the international calendar, which listed shows being held in all countries on any day of the year, is no longer included.)

PORTUGAL. *Economic Surveys by the OECD.* December 1966. 54 pages. Organization for Economic Co-operation and Development. 5s., by post 5s. 5d., from HMSO and Government bookshops.

THAILAND YEAR BOOK 1966-67. Walter Perera, editor-in-chief. Temple Publicity Services, 212/3 Silom Road, Bangkok. £4 4s.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, FEBRUARY 22

Proposed conference on entry into Common Market

Mr. Douglas Jay, President of the Board of Trade, was asked whether, in conjunction with the Confederation of British Industry and the Trades Union Congress, he would arrange for his department to call a conference at which he could explain to what extent Great Britain's entry into the Common Market would affect our agricultural and horticultural industries, and our balance of payment problems. He replied: 'No Sir; arrangements for consultation with industry already exist through the First Secretary's Industrial Consultative Committee on the Approach to Europe on which the CBI and TUC are represented.'

Companies Bill – political contributions

The President, asked whether he would introduce legislation to enable shareholders to contract out from contributions to political causes paid by their company, replied: 'No. I am of course legislating in the Companies Bill to ensure that information about major political contributions is published.'

Trade in colour magazines, etc.

A member asked what was the total volume of periodicals and colour magazines imported into and exported from this country in each of the years from 1963 to 1966. Mr. George Darling, Minister of State, Board of Trade, said that these items were not separately distinguished in the trade statistics; they were included under the heading 'Newspapers, journals and periodicals, whether or not illustrated'. For this heading import and export figures for 1963 were given in the Annual Statement of the trade of the United Kingdom Volumes 2 (page 291) and 3 (page 437) and for 1964 to 1966 on pages 109 and 263 of the Overseas Trade Accounts for December, 1965 and December, 1966.

Federation of Sussex Industries

Asked what Government assistance was given in each of the years 1963, 1964, 1965, 1966 and 1967 for promotional assistance to the Federation of Sussex Industries, Mr. George Darling replied that the Board of Trade gave assistance to groups of British firms exhibiting collectively at overseas trade fairs, provided these groups were sponsored by appropriate non-profit-making organizations. The Federation of Sussex Industries had sponsored such groups at the Vienna International Autumn Trade Fair in 1964, at the Franco-British Fair in Dieppe, and the Copenhagen Trade Fair in 1965, and would be sponsoring displays at the Swedish Trade Fair in Gothenburg and the Franco-British Trade Fair in Dieppe in 1967. In 1963 and 1966 the Federation was not involved in events overseas eligible for Board of Trade assistance.

Scottish-Russian trade

Asked if he would state his plans to increase and extend Scottish trade with Russia as a result of the visit of Mr. Kosygin, the President said: 'I propose to discuss with the Soviet Minister of Foreign Trade what further steps can be taken in the light of Mr. Kosygin's visit to increase trade between the United Kingdom and the Soviet Union and to achieve a better balance.'

Industrial investment

Asked by what percentage the Government expected industrial investment to fall in 1967 compared with the previous year, Lord Walston, Parliamentary Secretary, Board of Trade, answered that forecasts provided by manufacturers at the end of last year indicated that investment in 1967 would be about 10 per cent lower than in 1966. 'We see no reason to dissent from this forecast. We hope, however, that with the recent increase in investment grants and the reduction in interest rates, the outcome for 1967 will be better than forecast', he said.

Industrial development in Blaydon

Asked whether he would state for the year ended December 31, 1966 the number of applications for plant and machinery grants from firms in the Blaydon area, the number approved, the estimated amount and employment resulting from them, the number of applications rejected and the number under consideration, Mr. George Darling said that no applications were received between January 1 and March 31, 1966 (the latest date for acceptance of applications for plant and machinery grants which have been replaced by investment grants). Offers to a total value of £17,255 were made during 1966 in respect of 10 applications received in earlier years: the resulting employment from the associated schemes was estimated by the applicants at 949. No applications were rejected but one application was still being considered.

Answering a further question on plans for industrial development in the Blaydon area in view of the approaching completion of the new Scotswood Bridge, Mr. George Darling said that the availability of good sites was essential for the introduction of new industry into an area and he was glad to know that Blaydon Urban District Council was actively considering development of a site. The President was prepared to use his powers under the Local Employment Acts to the full to assist suitable projects which would provide additional employment in the area.

Investment by manufacturing industry

Asked what was the book value of net assets representing investment by manufacturing industry overseas as at December 31, 1966 and December 31, 1965 or on the last two year ends at which the information was known; what was the equivalent return by way of interest, dividend and royalty; and what proportion of this was taken in United Kingdom taxation, the President gave the following information:

United Kingdom private investment overseas, for industries other than oil
(£ million)

	Book value of net assets at year-end (a)	Profits of subsidiaries (b)		Branch Profits (b)	Interest received	Royalties, etc. received from related overseas concerns
		Dividends	Unremitted earnings			
1963	3,850	97	118	110	5	..
1964	4,112	106	149	113	7	20
1965 (c)	..	116	161	119	7	..

(a) Excluding banking and insurance.
(b) Net of overseas tax.
(c) Provisional.
The proportion of branch profits, interest and dividends taken in United Kingdom taxation for these years is not available.

Information on capital investment

The President was asked what steps he proposed to take to speed up the flow of information about capital investment by British manufacturing industry overseas; when he expected to have a provisional total figure for 1966; and when he would have the breakdown for 1965. The President answered that quarterly estimates of total direct investment based on the collection of a few key figures from a sample of firms were published at the end of the following quarter. On the more detailed annual inquiry the use of computer processing was to be extended, and the volume of work reduced by exempting firms whose overseas investments were small and who in aggregate contributed very little to the total figures. The timing of the detailed figures must however continue to depend on how soon firms were able to complete their returns, which might relate to an accounting year other than the calendar year, and which might have to await the receipt of completed accounts from overseas.

A provisional estimate of total direct investment in 1966 would be published in the March issue of *Economic Trends* and detailed figures for 1965, which would show manufacturing industry separately, in the *Board of Trade Journal* in about three months' time.

Export Credits Guarantee Department

The President answered several questions on the work of the Export Credits Guarantee Department. Asked what consideration the ECGD had given to the insurance of capital projects undertaken by overseas subsidiary companies of British principals purchasing British manufactured capital equipment, and using British technologies and skills against normal political risks as defined by the World Bank in conjunction with the International Chamber of Commerce, he said that ECGD cover was available for sales by or to overseas subsidiary companies effectively controlled by British principals.

Answering another question on the extension of long-term loans under section 2 of the Export Credits Guarantee Department Act with a view to promoting the sales of British plant and capital goods, and particularly those goods supplied by the chemical plant and steel plant manufacturers who were faced with contracting order books, the President said that commercial long-term loans for sales of British plant and capital goods were encouraged under ECGD's Financial Guarantee scheme which was introduced specifically for the purpose described.

A further question was asked on the steps the ECGD was taking to make known to British exporters and manufacturers and their trade associations those parts of the world where there was limited cover for medium- and long-term loans because of excessive political and economic risks, and where there was a high guarantee premium; and whether he would publish this information in the next ECGD report. The President replied: 'ECGD has a mailing list of about 900 trade associations, which are kept informed of major changes in the availability and terms of cover. Credit insurance brokers are kept similarly informed. All holders of Comprehensive Guarantees receive quarterly a World-Wide Schedule showing the premium rates and conditions of cover for each market. Exporters are encouraged to approach ECGD at an early stage in their negotiations; they can get an indication of the terms on which cover is likely to be available for particular business, including the approximate premium, on request – by telephone, if necessary.

'I do not consider that publication of this information is necessary or desirable.'

Asked to what extent it was the policy of the ECGD to favour proposals for insurance guarantees to cover those projects which involved the sale of plant and equipment tied to British technology and know-how to overseas subsidiary companies of British principals, as against foreign principals, in those areas where only limited ECGD cover was available, the President said that this situation had not arisen. If it did, the continuing advantages of one transaction over another would be taken into account.

In answer to a question on discussions with members of the Berne Union to prove that long-term loans, in terms of period of repayment, rate of interest, and rate for guarantee cover made available to British capital plant manufacturers, were no less advantageous than those available to their foreign competitors; and what were the maximum terms now offered by the ECGD, the President said that the ECGD had a constant exchange of information with other members of the Berne Union on credit terms currently being offered. He was satisfied that the Financial Guarantee Scheme, under which the Department gave guarantees to encourage long-term loans to overseas buyers of British capital plant, provided terms no less advantageous than those available to foreign competitors in respect of periods of repayment, rate of interest and rate of premium. The maximum terms guaranteed by ECGD under the Financial Guarantee Scheme were now 15 years from contract.

Replying to a question on the value of exports covered by the ECGD in each of the years ending January 31, 1964, January 31, 1965, January 31, 1966; and what percentage of total exports this amounted to in each year, the President gave the following information:

	Percentage of British Exports
Year ending January 31, 1964 £1,062 million . . .	25%
Year ending January 31, 1965 £1,146 million . . .	26%
Year ending January 31, 1966 £1,365 million . . .	28%

Another question was for the total value of guarantees outstanding under ECGD cover at January 31, 1966, and under section 1, section 2, and section 3, respectively; and what was the increase in guarantee cover in total and under each section during the year ended January 31, 1966. The President replied that figures were not readily available for January 31, 1966. The total liabilities under Section 1 and Section 2 at December 31, 1965 were as follows. Increases over the corresponding figures at December 31, 1964 are shown in brackets.

	£ million	
Section 1	1,190.7	(155.6)
Section 2 Under guarantees	353.8	(51.1)
Under economic assistance agreements	281.4	(35.3)
Totals	1,825.9	(242.0)

Section 3 provides for financing business guaranteed under Section 1 or Section 2 or economic assistance agreements made under Section 2. The total outstanding at December 31, 1965 was £281.4 million, all related, as shown above, to economic assistance agreements.

THURSDAY, FEBRUARY 23

Lancashire and textile imports

Asked if he would take immediate action to prevent further damage to the Lancashire textile industry by seeking to exclude Portuguese textiles from future arrangements in the European Free Trade Association, the President replied: 'The EFTA Convention, of which Britain and Portugal are both signatories, gives each country trading advantages in the other's market. I have however made clear to the Portuguese authorities the difficulties caused by the high rates of Portuguese shipments in recent months. Their response gives me reason to believe that these rates will prove to be exceptional.'

In reply to a further question as to whether, in view of the unemployment problems in textile areas caused by the import of low-cost textiles, he would declare the textile areas of Lancashire to be a development district, he said that the situation did not justify this step.

On whether he would take steps to bring new industries to the textile areas of Lancashire, the President said: 'My first priority is to steer industry to the development areas; but subject to this I am prepared to consider applications for i.d.c.'s for projects suited to the resources of the textile areas of Lancashire.'

Report on prices of standard newsprint

Asked whether he had received the Report of the National Board for Prices and Incomes on the prices of standard newsprint, the President replied: 'Yes. The Report on the reference made to the Board jointly by the First Secretary of State, and me is published today. In the light of its conclusion that an increase in price of £2 a ton would be justified against the criteria for price increases during the period of severe restraint, we do not wish to object to this proposal by the manufacturers. I am sure that the manufacturers and users will study the other conclusions and we shall discuss these with them?

FRIDAY, FEBRUARY 24

Value of exports

A member asked what was the value per head of their population of British goods exported last year to Australia, New Zealand, Canada, South Africa, the European Economic Community, European Free Trade Association, the USSR and the United States of America, respectively. The President gave the following information:

	£
Australia	22
New Zealand	47
Canada	11
South Africa	13
European Economic Community	5
European Free Trade Association (including Finland)	17
USSR	0.2
United States of America ...	3

Trade with East Germany

Asked if the Government would give consideration to a three-yearly trade agreement with East Germany, Mr. J. P. W. Mallalieu said: 'British trade with East Germany is expanding satisfactorily under annual trade arrangements, and I see no reason for making any change.'

Accidents to trawlermen

Asked, in view of the large number of accidents to trawler fishermen, what action was being taken to improve safety arrangements in trawlers, Mr. J. P. W. Mallalieu said that he had decided to set up a working group to study this matter and to recommend what action may be appropriate. He would be inviting representatives from the various sections of the industry concerned.

MONDAY. FEBRUARY 27

Trade with Rumania

The President of the Board of Trade was asked what was the total import/export trade with Rumania for 1965-66; and what proposals were being considered for an extension of trade in this field. Mr. George Darling replied: 'Our total trade with Rumania was £20.9 million in 1965 and £25.9 million in 1966. It was made up as follows:

	£ millions	
	1965	1966
Imports from Rumania .	11.2	15.2
Exports and re-exports to Rumania . .	9.7	10.7

'The trade arrangements with Rumania are kept constantly under review with the aim of increasing trade in both directions.'

Accommodation for tourists

Asked what was the estimated number of additional hotel bedrooms required to meet tourist demands by 1970; and what steps were the Government taking to help meet this demand, Mr. J. P. W. Mallalieu said: 'The British Travel Association has estimated that 30,000 additional hotel beds will be needed by 1970. Any such estimate needs, however, to be based on assessments of such uncertain factors as the rate of growth of tourist traffic, the numbers of overseas visitors and of Britons who go abroad for their holiday, and the changing pattern of demand for different types of accommodation.'

For an outline of the Board of Trade's selective development loan scheme for hotels he referred the questioner to the debate on economic affairs on July 26, 1966 and to the answer to a question on December 6.

Textile industry

The President was asked what action he proposed to take immediately to assist the textile industry.

'This Government has already imposed severe restrictions on imports of cotton textiles from most countries in the world for five years up to the end of 1970,' Mr. Douglas Jay said in reply. 'The expanded and reconstituted Textile Council has been set up. I am discussing with the Council the need for a special committee to advise me on the import situation. My officials are in close touch with the Council and the industry to see whether there is evidence of foreign dumping or subsidization and of its effects on the industry. We have had, and will continue to have, the industry's problems constantly in mind in discussions in the Cotton Textiles Committee of the GATT and elsewhere; and we are working with the new Textile Council on a major study of productivity in all its aspects. I expect the industry, for its part, to take the fullest advantage of the breathing space we have provided to increase its own competitiveness. Production of man-made fibre yarn increased in January.'

Answering a further question as to whether, in view of the position of the cotton and man-made fibre textile industry and the long delay in the publication of up-to-date figures of production and employment, he would arrange with the Textile Council for provisional figures and information to be made available in the Library, Mr. J. P. W. Mallalieu referred the questioner to his reply of February 16. 'The Textile Council do not consider that reliable estimates can be prepared any sooner than at present,' he said. 'I am arranging for the Library to receive each month a copy of the Textile Council's press statement containing these figures.'

Government surplus sales by auction

MINISTRY OF DEFENCE

<table>
<tr><th>1967</th><th>Stores</th><th>Location</th><th>Auctioneers</th></tr>
<tr><td>Mar. 7 & 8</td><td>Vehicles, machine tools and miscellaneous stores.</td><td>Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent.</td><td>Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent. (Tel. Burton-on-Trent 5061.)</td></tr>
<tr><td colspan="4">Austin 'Champs'; Landrovers; 1- and 3-ton trucks and tractors; recovery vehicles; ½- and 1-ton trailers, etc.; Leyland 6 cylinder diesel engines; motor vehicle spares; miscellaneous aircraft spares; hydraulic aircraft servicing trolleys; motor driven vacuum pumps; electric motors; laboratory equipment; mobile compressors; portable electric and pneumatic hand tools; electrical and electronic equipment; Ottway telescopes; machine tools including H/D radial 'Knuckle Arm' routing machine; hydraulic bonding machines; 3½-in. and 8-in. SS and SC centre lathes; 18-in. and 30-in. diameter cold saws; single spindle vertical automatics; bearings; valves; cable; textiles and webbing pouches; and a large assortment of miscellaneous stores.</td></tr>
<tr><td>Mar. 16 & 17</td><td>Plant and equipment, technical and miscellaneous stores.</td><td>Western Command Ordnance Depot, Hereford</td><td>Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366.)</td></tr>
<tr><td colspan="4">Fork lift trucks; industrial tractors; generators; charging sets; battery chargers; theodolites; machine tools; levels; binoculars; wrist and stop watches; compasses; 6 and 12v batteries; lifting trucks and jacks; petrol and diesel engines; water pumps; air compressors; used tyres; wireless, signal, generator and MT spares; telephone equipment; aircraft spares; tyre pressure gauges; tarpaulin sheets; jerricans; water tanks; ammunition lockers; signal boxes; chairs, tables and other furniture; carpets; haversacks; blankets; greatcoats; raincoats; BD blouses and trousers; boots and other clothing; small tools; scrap canvas and webbing; mixed rags; and a large collection of miscellaneous stores.</td></tr>
<tr><td>Mar. 30 & 31</td><td>Plant and equipment, miscellaneous stores .</td><td>Ordnance Depots in Southern Counties . .</td><td>Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. Fareham 4211.)</td></tr>
<tr><td colspan="4">Sale to be held at Ritz Cinema, Middle Brook Street, Winchester.</td></tr>
<tr><td colspan="4">Marine engines and spares; water pumping sets (diesel driven); 40-ton hydraulic jack; refrigerators (500 cu. ft.); wireless and electronic spares; telescopes theodolites; lifting blocks and tackle; chairs; tables; wardrobes; dressing chests; carpets; curtains; raincoats; shorts; beds; blankets; sheets and other items of furniture and clothing; large assortment of miscellaneous stores.</td></tr>
<tr><td>April 4 to 7 .</td><td>Private and commercial vehicles, heavy machinery.</td><td>Ordnance Storage and Disposals Depot, Ruddington, Notts.</td><td>Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)</td></tr>
<tr><td colspan="4">Limousines; saloons; estate cars; Landrovers; trucks; trailers; tractors; scrapers; dumpers; road rollers; hydraulic tippers; heavy duty, light recovery and transporter trailers; mobile cranes; vans; excavators; dual-purpose vehicles; breakdown vehicles; angledozers; track assemblies; fire fighting units, etc.</td></tr>
</table>

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Vertical borer; vertical surface broaching machine; pillar, bench and radial drills; surface, universal and tool and cutter grinders; centre and turret lathes; horizontal, vertical, universal and plano milling machines; presses; die-sinking, threading, sawing machines, etc. Located at Ministry of Defence, Royal Ordnance Factory, Nottingham. Tender Forms from Ministry of Defence (AD), Directorate of Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m. March 16, 1967.

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
Mar. 7 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

YACHTS, *continued from page* 572

commercial shipping, which allowed foreign exchange to be used freely in payment for bunkering, victualling, harbour dues, crews' wages and maintenance.

From April 1, a date which gives yachtsmen a reasonable time to make their dispositions, all these expenses, except bunkering, when incurred outside the sterling area will have to be met from the passengers' travel allowances.

The freedom to pay for bunkering in sterling offers yacht holiday-makers the equivalent of the fare element which other holiday-makers are allowed to meet in sterling.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index .	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m. .	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961 . .	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962 . .	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963 . .	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964 . .	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965 . .	128	132	154	148	126	108	158	127	166	190	156	+332	+202	+19	+43
1966 . .		133*				109									
1965															
1st quarter .	128	132	152	146	127	108	160	131	166	193	157	+ 49	+ 29	—10	+ 9
2nd quarter .	127	131	153	145	124	107	158	122	170	187	157	+ 92	+ 80	— 5	+ 3
3rd quarter .	128	132	155	149	125	108	157	128	158	190	153	+126	+ 75	+21	+17
4th quarter .	129	133	157	151	126	109	159	128	168	190	155	+ 65	+ 18	+13	+14
1966															
1st quarter .	130	134	164	156	130	110	158	130	165	182	154	+ 70	+ 42	N/C	+19
2nd quarter .	129	133	161	156	128	110	159	124	166	184	164	+ 62	— 10	—15	+26
3rd quarter .	129	134	158	156	126	109	161	129	158	182	171	+102	+105	+20	—15
4th quarter .		130*				109									—24
1966															
July . .		135				110									
August .		135				109									
September .		132				108									
October .		131*				108									
November .		129*				109									
December .		131*				109									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average			
	at 1958 prices										at current prices		
Base of index .	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m. .	..	..	—		—	—	—				3,834	3,250	
1961 . .	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962 . .	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963 . .	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964 . .	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965 . .	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966 . .	152*	104*	136·9	+3·9	114·5*	133·0*	168·4	325	255		158	155	
1965													
1st quarter .	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter .	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter .	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter .	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter .	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter .	161	127	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—107
3rd quarter .	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter .	152*	104*	138·6	+3·8	113·0*	133·5*	169·8	417	206		147	163	
1966													
July . .	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August .	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September .	159	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October .	157*	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November .	155*	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December .	152*	104*	139·0	+3·7	112·6*	133·5*	169·8	449	200		157	158	
1967													
January .			139·2	+3·6	112·6*	133·6*	170·9	454	191				
February .								454*	188*		172	174	

* Provisional. † Not seasonally adjusted

Index of Industrial Production for December.

THE PROVISIONAL index of production for December, 1966, prepared by the Central Statistical Office is 131 (seasonally adjusted). For manufacturing industry alone the figure is 132.

For the three months October to December 1966 it is provisionally estimated that production as a whole was 2.7 per cent lower than in the preceding three months July to September 1966, and for manufacturing industries alone the decrease was 3.5 per cent.

The provisional figure for the year 1966 shows that production was 0.8 per cent higher than in 1965. For manufacturing industries alone the increase was 1.1 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	158	142	160	133	144	74	129	123
1966 (prov.)	132·9	86	135·3	124	117	137	165	149	168	135	152	74	128	115
Unadjusted:														
1965 3rd quarter	123	81	125	119	113	130	153	137	155	122	134	72	111	109
4th quarter	137	95	139	126	119	138	158	146	160	139	154	75	134	125
1966 1st quarter	138	90	140	121	116	129	167	146	170	142	156	73	139	128
2nd quarter	134	90	138	127	117	145	164	152	166	137	149	73	139	119
3rd quarter	125	75	128	121	114	133	160	144	163	126	142	74	116	106
4th quarter (prov.)	135	91	136	127	119	140	169	153	171	137	162	76	116	108
1966 October (prov.)	136	90	139	129	123	140	169	155	171	137	158	75	120	118
November (prov.)	137	92	138	130	122	145	171	148	174	137	161	76	117	112
December (prov.)	131	91	130	121	112	136	167	157	168	136	168	76	111	93
Seasonally adjusted:														
1965 3rd quarter	132	92	134	122	116	132	159	139	162	131	145	73	124	120
4th quarter	133	89	135	122	115	134	158	145	161	136	148	74	134	122
1966 1st quarter	134	89	137	126	118	141	162	145	165	138	152	72	134	123
2nd quarter	133	88	135	123	115	137	161	151	163	135	149	73	132	116
3rd quarter	134	85	136	123	117	134	168	147	171	136	153	76	130	117
4th quarter (prov.)	130	85	132	124	116	137	169	152	171	133	156	75	119	105
1966 July	135	86	138	125	117	138	169	147	172	138	156	75	131	114
August	135	86	137	122	117	131	166	141	170	138	155	77	130	118
September	132	84	134	123	117	133	168	153	171	133	147	75	129	118
October (prov.)	131	84	133	124	117	136	165	156	167	134	154	75	120	112
November (prov.)	129	84	130	123	116	136	167	146	170	131	154	75	115	104
December (prov.)	131	86	132	124	116	139	174	155	177	135	159	75	121	100
July-Sept. (av.)	134	85	136	123	117	134	168	147	171	136	153	76	130	117
Oct.-Dec. (av.) (prov.)	130	85	132	124	116	137	169	152	171	133	156	75	119	105

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966 (prov.)	125	124	127	120	117	100	127			142	121	144			151
Unadjusted:															
1965 3rd quarter	122	122	120	115	111	94	126	146	155	131	126	130	137	138	117
4th quarter	134	133	134	126	124	109	133	152	155	146	129	148	155	139	165
1966 1st quarter	135	134	138	127	123	111	137	152	155	146	119	153	155	133	177
2nd quarter	130	131	131	121	120	101	126	153	161	142	121	151	154	139	137
3rd quarter	114	114	113	113	109	90	124	149	155	139	123	133	146	141	120
4th quarter (prov.)	121	120	125	118	117	98	122			143	123	140			171
1966 October (prov.)	130	130	130	127	124	100	137	156	161	146	133	148			148
November (prov.)	123	122	125	123	123	100	127	156	161	149	126	144			181
December (prov.)	110	107	121	104	105	94	103			133	109	129			184
Seasonally adjusted:															
1965 3rd quarter	134	134	131	122	119	103	129	150	158	137	125	142	144	138	144
4th quarter	131	131	131	122	117	105	133	149	154	141	123	144	151	139	151
1966 1st quarter	129	128	134	122	119	105	132	152	157	146	126	147	154	134	149
2nd quarter	127	127	129	124	122	101	129	150	156	142	121	149	151	138	151
3rd quarter	124	125	122	120	118	99	127	154	158	146	122	146	154	141	148
4th quarter (prov.)	118	118	122	114	111	95	122			137	117	136			157
1966 July	123	121	131	124	121	101	132	150	159	135	124	151	152		145
August	125	127	119	121	120	101	126	153	155	151	120	147	159		153
September	124	126	117	115	112	96	122	158	161	152	123	141	150		146
October (prov.)	124	124	125	115	113	95	121	147	155	135	121	137			151
November (prov.)	115	115	117	114	110	94	123	149	157	136	114	133			164
December (prov.)	116	114	124	112	109	97	122			140	117	137			156
July-Sept. (av.)	124	125	122	120	118	99	127	150*	157*	146	122	146			148
Oct.-Dec. (av.)(prov.)	118	118	122	114	111	95	122	151*	158*	137	117	136			157

*Latest available three months (September-November) and previous three months (June-August).

Growth of private pension funds' investment

NET INVESTMENT by private pension funds in the fourth quarter of 1966 is estimated at £94 million, nearly twice as high as in the previous quarter and some 8 per cent above the level of the fourth quarter of 1965. It is clear that there is a strong seasonal pattern in private pension funds' investment, especially between the third and fourth quarters. For 1966 as a whole net investment, at £292 million, was about 6½ per cent above the level in 1965.

The most distinctive feature of the quarter was the large rise in investment in British government securities. Net sales of short and medium dated securities were more than compensated for by large net purchases of long dated securities (£62 million) and at £25 million net investment was at its highest quarterly level since these statistics began in 1963.

Investment in company securities was at a slightly lower level than in the previous quarters (£47½ million compared with £53 million in both the second and third quarters of 1966). Ordinary shares attracted a smaller proportion of investment in company securities, though investment in company debentures, etc., at £29 million was higher than in the previous two quarters, in part reflecting the recovery in the amount of new issues of debentures in the fourth quarter following the decline after the first quarter of 1966.

Investment in land, property and ground rents (virtually all of the £9 million shown against 'Other investments') was some £3 million above the previous quarter's level. In total, investment in securities, etc., in the fourth quarter, at £78 million, was some £25 million above the previous quarter, though it was about £10 million below the fourth quarter of 1965. Private pension funds were, however, prepared to remain relatively liquid during the quarter and cash in hand and with United Kingdom banks rose by £21 million. With some reduction in other short term assets, the total net cash and other short term assets of funds rose by £15½ million, compared with the slight fall in the fourth quarter of 1965.

During 1966 as a whole, investment in company securities represented about 78 per cent of total net investment compared with 69 per cent in 1965 and 74 per cent in 1964; ordinary shares accounted for 43 per cent of total net investment in 1966 against 37 per cent in 1965 and 56 per cent in 1964. Despite the recovery in the fourth quarter, investment in British government securities represented a smaller proportion of total net investment in 1966 (10 per cent) than in 1965 (19½ per cent). Local authority securities attracted virtually no net investment in 1966, compared with about 7 per cent of total net investment in 1965, while the reduction in holdings of cash and other short term assets during 1965 (£13 million) was virtually replaced by the addition of £10 million in 1966.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. For a further description of the statistics, see *Board of Trade Journal*, July 1, 1966.

(*Table on page* 583)

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Net investment in assets by private pension funds (1)

£ million

Assets	NET INVESTMENT									TRANSACTIONS					
	1964 Year	1965					1966			4th quarter, 1966			Year 1966		
		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	1st quarter	2nd quarter	3rd quarter	Assets Acquired	Assets Realized	Net Investment	Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years . .	— 1·7	+ 0·7	+12·7	— 4·5	+ 2·8	+ 11·7	+ 5·3	— 7·3	— 5·1	13·7	15·9	— 2·1	44·6	53·9	— 9·2
Over 5 and up to 10 years . . .	— 5·9	+ 5·8	+ 5·7	+ 3·3	— 0·9	+ 13·9	— 6·9	— 7·2	—11·9	7·4	21·4	—14·0	21·2	61·1	— 40·0
Over 10 and up to 15 years . . .	— 2·6	+ 0·8	— 0·6	+16·6	+14·3	+ 31·1	—10·7	— 1·4	— 3·2	10·6	29·6	—19·1	33·3	67·6	— 34·4
Over 15 years . .	+ 10·0	+ 7·5	— 2·9	— 5·2	— 4·2	— 4·8	+12·6	+15·7	+15·2	110·7	48·8	+61·9	218·4	113·0	+105·4
Undated . .	— 0·4	— 1·0	— 0·4	+ 1·7	+ 1·2	+ 1·5	— 0·5	+ 3·6	+ 5·5	2·2	4·1	— 1·9	21·5	14·8	+ 6·7
United Kingdom local authority securities:															
Quoted:															
Period to maturity:															
Up to 10 years .	— 0·5	—	+ 0·2	+ 1·8	+ 1·5	+ 3·5	—	+ 3·0	— 2·2	5·7	8·6	— 2·9	17·5	19·6	— 2·1
Over 10 and up to 15 years . . .	— 0·2	+ 0·4	+ 0·8	+ 0·7	+ 2·1	+ 4·0	+ 3·8	+ 1·9	— 1·4	1·6	1·7	— 0·1	13·4	9·1	+ 4·3
Over 15 years and undated . .	+ 1·2	+ 4·1	+ 2·8	— 0·4	+ 4·9	+ 11·4	+ 0·4	— 0·9	— 0·5	2·8	1·7	+ 1·1	8·6	8·4	+ 0·2
Unquoted . . .	+ 3·5	+ 1·0	+ 0·7	— 0·8	+ 0·1	+ 1·1	+ 0·5	— 1·8	— 0·5	1·2	1·3	— 0·1	6·2	8·1	— 1·9
Total of public sector securities . . .	+ 3·4	+19·4	+19·0	+13·2	+21·9	+ 73·5	+ 4·3	+ 5·6	— 4·0	155·9	133·1	+22·8	384·6	355·8	+28·8
Other investments:															
Company securities:															
Ordinary shares .	+133·3	+30·3	+23·9	+20·1	+27·3	+101·6	+40·4	+34·6	+29·4	37·3	17·2	+20·1	193·4	69·0	+124·4
Preference shares .	+ 1·6	+ 0·4	— 2·9	— 2·7	— 1·8	— 7·0	+ 0·3	— 1·6	— 0·2	0·5	1·9	— 1·4	7·8	10·8	— 3·0
Debentures, etc. .	+ 41·3	+18·9	+15·5	+25·9	+33·6	+ 94·0	+34·4	+19·7	+23·7	39·0	10·2	+28·8	140·3	33·7	+106·6
Mortgages and loans .	+ 1·8	— 0·1	+ 2·6	+ 1·2	+ 1·4	+ 5·1	+ 2·5	+ 0·9	— 0·4	2·2	1·9	+ 0·3	11·4	8·1	+ 3·3
Overseas government, etc., securities . . .	— 4·1	— 1·2	— 1·7	— 0·2	— 0·3	— 3·3	— 0·8	— 1·6	— 0·8	2·8	4·1	— 1·3	6·0	10·5	— 4·5
Other investments .	+ 15·7	+ 5·1	+ 5·9	+ 5·5	+ 6·2	+ 22·8	+ 1·4	+10·3	+ 5·7	9·3	0·6	+ 8·7	31·9	5·8	+ 26·1
Total of other investments .	+189·5	+53·5	+43·3	+49·8	+66·5	+213·2	+78·3	+62·3	+57·4	91·1	35·8	+55·3	391·0	137·8	+253·3
Total of investments .	+192·9	+72·9	+62·3	+63·0	+88·4	+286·7	+82·6	+68·0	+53·3	247·0	169·0	+78·1	775·5	493·6	+282·1
										BALANCES			BALANCES		
										Sept. 30, 1966	Dec. 31, 1966		Jan. 1, 1966	Dec. 31, 1966	
Cash and other short-term assets:															
Cash in hand and with UK banks . .	+ 1·1	—10·0	+ 1·8	— 3·1	+11·2	— 0·2	— 3·3	+ 2·5	— 6·3	34·7	55·7	+21·0	41·8	55·7	+13·9
UK local authority bills and temporary money	+ 32·7	+ 7·0	— 1·6	— 5·3	— 7·9	— 7·8	— 4·8	+ 3·0	— 3·0	36·8	34·3	— 2·5	41·6	34·3	— 7·3
Other short-term assets .	+ 4·1	+ 0·6	+ 1·5	+ 1·1	— 2·2	+ 1·0	+ 0·5	— 0·2	+ 5·0	34·5	32·4	— 2·1	29·2	32·4	+ 3·2
Short-term liabilities .	+ 8·3	— 4·1	+ 4·2	— 1·3	— 2·8	— 6·0	— 2·9	+ 5·7	— 1·6	12·4	13·4	— 1·0	13·6	13·4	+ 0·2
Total net cash and other short-term assets . .	+ 46·3	— 6·5	+ 5·9	—10·5	— 1·6	— 12·9	—10·6	+11·0	— 5·9	93·6	109·0	+15·5	99·1	109·0	+10·0
Total net investment .	+239·2	+66·4	+68·2	+52·5	+86·7	+273·8	+72·0	+79·0	+47·4			+93·6			+292·1

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.

— = Nil or less than £·05 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, February 24, 1967.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
2 in a Zoo	Br/E 32091	14	February 21	Carlyle Pictures Ltd.	Carlyle Pictures Ltd.
Ghost Goes Gear	Br/E 32094	67	February 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-15	Br/E 31944	7	February 24	,, ,, ...	,, ,,
Pathe News 67-16	Br/E 31945	8	February 24	,, ,, ...	,, ,,
Movietone News 1967	Br/E 31878	7	February 24	Twentieth Century-Fox Film Co. Ltd. . .	British Movietonews Ltd.
Movietone News 1967A	Br/E 31879	8	February 24	,, ,, . .	,, ,,
			FOREIGN		
The Devil's Hand	F 32087	71	February 20	Tony Tenser Films Ltd.	Crown International Pictures Inc.
Twice Told Tales	F 32088	119	February 20	,, ,, ...	Admiral Pictures Inc.
10.30 p.m. Summer	F 32089	84	February 20	United Artists Corp. Ltd.	Argus Productions A.G., and Jorilie Productions Establishment, Vaduz.
Allez France	F 32090	86	February 21	Gala Film Distributors Ltd.	Compagnie Industrielle Commerciale Cinematographique, Paris.
Hamburg – City of Vice	F 32092	77	February 24	,, ,, ...	Hans Eckelkamp, Duisberg.
Night Tide	F 32093	82	February 24	,, ,, ...	The Filmgroup Inc.

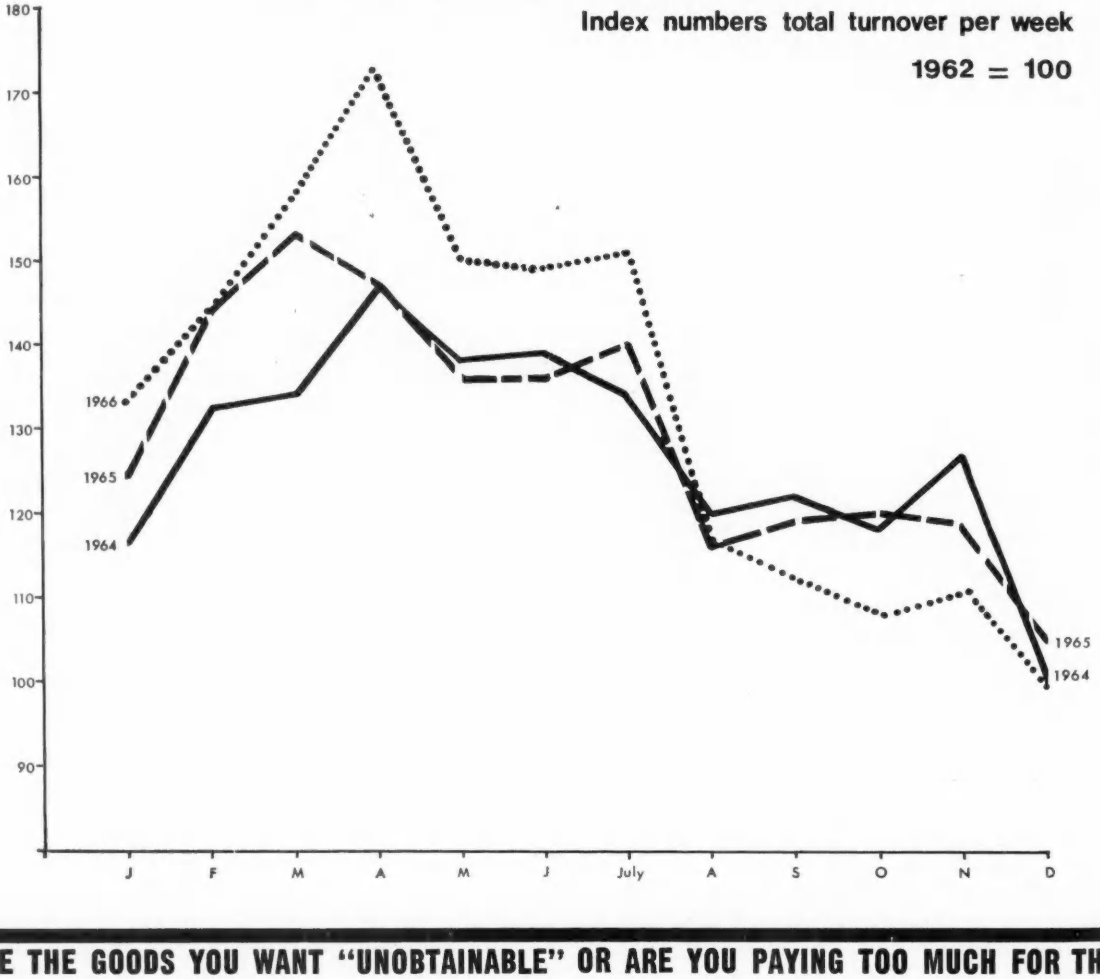
Turnover of the motor trades in December

THE TOTAL TURNOVER of the motor trades in December was 5 per cent lower than in December 1965. Sales of new motor vehicles, at their lowest level since the series started in 1963, were 24 per cent lower than in the same month of 1965, while sales of secondhand vehicles were 3 per cent lower. All other sales and receipts, covering the sales of petrol, oil, spares and accessories and receipts from servicing and repairs were 7 per cent higher than in December 1965.

The dominant feature of trading in 1966 was the abrupt halt after July to the increased activity in sales of both new and used vehicles which had been present in the first part of the year, brought about by the measures introduced on July 20. For the first seven months of the year, sales of new vehicles were 10 per cent higher and sales of used vehicles were 4 per cent higher than in 1965. For the period August to December, the corresponding figures were decreases of 22 per cent and 9 per cent, respectively. Sales of petrol, oil etc. and receipts from repairs and servicing were little affected by the July measures and showed 8 per cent increase on 1965 both up to and after July. These effects combined to give a swing in total turnover from an increase of 8 per cent on 1965 in the first part of the year to a decrease of 6 per cent in the second part of the year. For the year as a whole, compared with 1965, sales of new vehicles were 2 per cent lower, sales of used vehicles were at the same level and sales of petrol, oil and receipts from repairs were 8 per cent higher. Total turnover was 3 per cent higher. Sales of new vehicles in April, influenced by pre-budget buying reached their highest level since the series was started in 1963, in contrast to the nadir in December when sales were 23 per cent below the average of the three previous Decembers. On the other hand, secondhand vehicle sales did not show the same degree of fluctuation and in December were at about the same level as in the three previous Decembers.

It should be remembered that these indices reflect changes in the value of sales at current prices and are therefore affected by changes in the price of goods and services provided by the motor trade.

TURNOVER IN THE MOTOR TRADES



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Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1965	+ 2	+11	— 1	Nil	Nil	+ 7	+ 9	+14	Nil	— 1	— 2	+ 4	— 3	— 2	+ 2	— 6	+ 5
	1966	+ 3	+ 3	+12	Nil	— 7	+ 7	Nil	+ 3	+17	+10	+10	+ 8	Nil	— 6	—10	— 7	— 5
ANALYSIS OF TURNOVER: Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1965	— 3	+12	— 9	— 8	— 8	+ 6	+11	+15	—11	— 9	— 8	+ 1	—14	—12	— 6	—17	+ 1
	1966	— 2	Nil	+18	— 8	—26	+ 7	— 6	Nil	+38	+12	+ 4	+ 9	—12	—23	—29	—25	—24
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1965	Nil	+ 6	Nil	— 7	— 3	+ 3	+ 2	+12	+12	— 3	— 7	— 2	— 9	— 3	Nil	—12	+ 4
	1966	Nil	+ 2	+ 8	— 6	— 8	+ 4	Nil	+ 2	— 3	+ 9	+17	+ 1	—10	—10	—16	— 6	— 3
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1965	+10	+12	+ 9	+ 9	+ 9	+11	+10	+14	+10	+ 9	+ 7	+11	+ 7	+ 9	+11	+ 9	+ 3
	1966	+ 8	+ 8	+ 9	+10	+ 7	+ 8	+ 6	+ 9	+ 5	+ 9	+11	+10	+12	+ 8	+ 6	+ 7	+ 7

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1966, turnover was the five weeks from November 27, 1966 to December 31, 1966; the corresponding period in 1965 was from November 28, 1965 to January 1, 1966.

Retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in December showed no change on a year earlier, compared with a decrease of 2 per cent in November, and no change for the fourth quarter. The value of sales in 1966 as a whole was 2 per cent up on 1965.

Sales by clothing and footwear shops and household goods shops showed decreases of 10 per cent and 5 per cent respectively on the previous year, and for the year as a whole, clothing and footwear shops showed an increase of 1 per cent, while household goods shops showed a decrease of 3 per cent. Food shops showed an increase of 1 per cent on a year earlier, and for the year as a whole, an increase of 4 per cent.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1965 December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6

Further details may be had on application to Ministry of Commerce, Index and Retail Sales, Room 210, 21, Linenhall Street, Belfast 2 (Tel. Belfast 33971, Ext. 50).

Overdrafts of the nationalized industries

HM TREASURY announce that the total bank overdrafts of the nationalized industries at February 15, 1967 amounted to £75.7 million of which £66.7 million was from the Clearing Banks and £9.0 million from the Scottish banks.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended January 28, 1967:

Distributors' earnings submitted:		
High cost films	£557,474	
Low cost films:		
Eligible (after multiplying by 2½)	£22,159	
Not eligible for 2½ times rental	£2,779	
		£582,412
Films of less than 3,000 ft. (after multiplying by 2½)		£39,602
		£622,014
Levy collections paid to Agency by HM Customs and Excise to February 6, 1967, together with an estimate of collections approximately covering entertainments for the four weeks ended January 28, 1967		£293,700

The third interim allocation for the tenth distribution period will be at the rate of 55 per cent.

New companies registered in Northern Ireland

IN THE MONTH of January 1967 twenty-four new private companies with a total nominal capital of just over £63,000 were registered in Northern Ireland.

This compares with a total of 36 new private companies having a total nominal capital of almost £145,000 registered in January 1966.

Activity at United Kingdom and Channel Islands aerodromes September 1966

PASSENGERS ARRIVING AND DEPARTING at all United Kingdom airports in the third quarter of 1966 reached nearly 9 million, 14 per cent more than a year earlier. Corresponding increases in the second and first quarters were 15 and 11 per cent respectively. In the last five years the growth of passenger traffic averaged 12 per cent a year.

More than half the passengers, over five million of them, passed through the two main London area airports, Heathrow and Gatwick. Traffic at these airports has been growing at about the same rate as in the country as a whole: the increase between the third quarters of 1965 and 1966 was 14 per cent.

The weight of cargo set down and picked up at United Kingdom airports in the third quarter was 22 per cent more than a year earlier. Freight traffic has been growing at 7 per cent a year. These global figures conceal a much faster expansion at London, particularly at Heathrow. Cargo handled at London's airports has doubled between 1961 and 1965. In the first nine months of 1966 it was 27 per cent more than in the same months of 1965 though this includes some goods diverted from the sea routes during the seamen's strike from May to July.

The growth of air transport landings and take-offs at United Kingdom airports, about 3 per cent a year, has been much slower than the growth of traffic as the average size of aircraft has increased. Between the third quarters of 1965 and 1966 the increase was 8 per cent. Corresponding increases in the second and first quarters were 14 and 6 per cent respectively. The increases at London area airports in the third quarter was 9 per cent.

There has been considerable variation in the experience of individual airports outside London. A significant feature emerging is an apparent halt to the growth of traffic at Manchester. In both August and September 1966 the number of passengers arriving and departing was less than in August and September 1965. British European Airways announced last week some loss of traffic on the London/Manchester route to the new express service of British Rail.

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Short Tons	
B.O.T. and other United Kingdom aerodromes:							
1961 year	809,877	447,251	12,845,811	12,249,477	596,334	345,550·3	25,973·1
1962 year	800,309	449,261	14,441,457	13,793,411	648,046	378,928·9	32,237·1
1963 year	817,601	457,742	16,170,463	15,506,152	664,311	396,880·9	33,891·6
1964 year	884,211	480,191	18,324,628	17,649,174	675,454	439,920·7	35,887·4
1965 year	956,572	507,515	20,642,236	19,918,240	723,996	460,985·9	38,027·8
1965 1st quarter	186,324	87,883	3,108,232	2,978,734	129,498	92,749·2	9,046·2
2nd quarter	266,506	139,616	5,736,305	5,547,637	188,668	120,687·5	9,009·2
3rd quarter	312,970	180,528	8,097,617	7,836,613	261,004	135,732·5	8,884·8
4th quarter	190,772	99,488	3,700,082	3,555,256	144,826	111,816·7	11,087·6
1966 1st quarter	198,230	93,523	3,446,365	3,321,640	124,725	108,367·7	9,859·3
2nd quarter	312,233	158,974	6,615,330	6,397,126	218,204	171,961·2	12,550·9
3rd quarter	352,415	194,074	9,176,317	8,897,135	279,182	166,079·8	10,149·9
1965 September	96,327	54,721	2,457,736	2,380,606	77,130	45,930·1	3,126·7
1966 September	106,070	58,477	2,709,044	2,625,751	83,293	51,986·0	3,413·7
London area aerodromes:							
1961 year	232,382	173,009	7,080,146	6,954,823	125,323	110,991·5	18,276·5
1962 year	230,602	173,209	8,102,173	7,956,725	145,448	123,368·3	21,883·5
1963 year	242,251	183,620	9,263,298	9,106,492	156,806	147,542·9	23,129·4
1964 year	273,111	204,354	10,677,810	10,506,540	171,270	182,183·4	24,544·1
1965 year	298,241	221,744	12,040,630	11,859,222	181,408	225,145·3	26,228·8
1965 1st quarter	62,215	41,873	1,910,432	1,876,097	34,335	51,777·5	6,121·6
2nd quarter	81,564	58,992	3,314,514	3,266,456	48,058	53,653·4	6,127·6
3rd quarter	91,695	73,928	4,511,672	4,451,421	60,251	56,458·6	6,113·4
4th quarter	62,767	46,951	2,304,012	2,265,248	38,764	63,255·8	7,866·2
1966 1st quarter	62,387	44,740	2,133,102	2,098,631	34,471	61,622·2	6,736·1
2nd quarter	88,025	66,099	3,749,736	3,688,377	61,359	73,732·5	6,928·4
3rd quarter	101,625	80,221	5,145,042	5,078,119	66,923	69,483·1	7,048·4
1965 September	28,968	23,273	1,445,256	1,428,659	16,597	19,769·7	2,122·6
1966 September	32,339	25,310	1,607,088	1,585,646	21,442	23,123·1	2,319·2
United Kingdom aerodromes, September 1966:							
London area:							
*London (Heathrow)	22,693	21,199	1,381,476	1,362,411	19,065	21,574·2	2,260·5
*London (Gatwick)	6,860	4,003	223,869	221,492	2,377	1,548·9	58·7
*Stansted	2,351	23	1,084	1,084	—	—	—
Westland Heliport, London	435	85	659	659	—	—	—
Other United Kingdom aerodromes:							
Aberdeen (Dyce)	2,227	350	10,328	9,168	1,160	33·2	11·1
*Belfast (Aldergrove)	2,608	2,252	99,906	98,209	1,697	1,888·7	297·6
Benbecula	155	97	2,821	1,407	1,414	7·4	3·1
*Birmingham	3,839	1,425	58,955	57,866	1,089	375·4	—
*Blackpool	4,336	883	23,751	23,562	189	94·2	—
*Bournemouth (Hurn)	2,096	180	5,527	5,349	178	82·6	—
*Bristol (Lulsgate)	2,426	1,064	22,744	16,716	6,028	578·1	—
*Cambridge	5,558	107	1,353	1,126	227	131·8	—
*Coventry	2,174	111	1,922	1,624	298	181·0	—
*East Midlands (Castle Denington)	2,340	567	16,568	16,508	60	93·3	—
*Edinburgh (Turnhouse)	4,064	945	52,786	51,734	1,052	169·1	122·4
*Glamorgan (Rhoose)	1,926	766	17,013	15,814	1,199	43·4	—
*Glasgow (Abbotsinch)	3,540	2,929	138,707	136,607	2,100	1,081·8	203·6
Hawarden	491	274	3,671	1,980	1,691	23·6	—
Inverness (Dalcross)	264	149	5,199	3,839	1,360	17·3	—
Islay (Port Ellen)	116	96	1,793	1,788	5	10·4	5·1
*Isle of Man (Ronaldsway) (3)	1,702	1,500	49,742	48,564	1,178	274·6	19·0
Kirkwall	252	235	5,409	5,149	260	44·0	13·5
*Leeds/Bradford	3,783	1,171	36,847	35,682	1,165	203·8	—
*Liverpool	2,936	1,754	49,481	47,037	2,444	1,242·4	73·0
*Luton	4,081	871	58,733	57,621	1,112	31·3	—
*Lydd	2,894	2,842	21,596	21,596	—	9,475·0	—
*Manchester	5,079	3,641	160,363	153,179	7,184	2,714·4	299·0

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Short Tons	
*Newcastle (Woolsington)	2,270	779	31,884	31,217	667	215·8	—
Penzance Heliport	362	334	6,854	6,854	—	4·6	—
*Portsmouth	974	374	10,602	10,602	—	0·7	—
*Prestwick	2,009	1,374	57,761	34,434	23,327	999·0	18·6
Scilly Isles (St. Mary's)	384	343	6,893	6,893	—	4·6	—
*Southampton	1,868	1,532	36,469	35,804	665	1,837·1	—
*Southend	4,084	3,445	86,062	86,062	—	6,887·0	—
Stornoway	176	96	3,487	3,295	192	25·4	6·1
Sumburgh	109	80	2,303	2,303	—	15·9	13·7
Tees-side (Middleton)	2,249	264	9,060	7,774	1,286	69·5	—
Tiree	134	125	710	392	318	0·9	0·4
Wick	225	212	4,656	2,350	2,306	5·6	8·3
Channel Islands aerodromes (4):							
1966	..	6,313	220,354	208,552	11,802	1,896·3	—
1965	..	6,711	205,549	193,025	12,524	1,737·6	—
Alderney	..	499	4,832	4,832	—	9·3	—
Guernsey	..	1,727	53,844	49,503	4,341	549·5	—
Jersey	..	4,087	161,678	154,217	7,461	1,337·5	—

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
* = United Kingdom Customs Airports. .. = Not available. — = Nil or negligible.

Car and Commercial Vehicle Production in January 1967

THE MINISTRY of Technology have announced that in the four weeks ending January 28 the average rate of production of cars was 28,125 a week, 13 per cent lower than in the corresponding period of 1966 when, however, production was reduced by industrial disputes and the gas shortages in the Midlands. Production of commercial vehicles averaged 7,241 a week, also 13 per cent lower than in January 1966.

Allowing for seasonal factors and the number of working days, car production in January was 3 per cent higher than in December The increase was entirely accounted for by a further rise, of 10 per cent, in production for the home market, production for export declining to about 8 per cent below the December rate. Allowing for the exceptional losses due to industrial disputes in November, it now seems that output in the last three months has been relatively constant a a level rather more than 20 per cent below that of a year ago, most of the reduction being in the home market.

On the same seasonally adjusted basis production of commercial vehicles in January was 3 per cent lower than in December, a small rise in home market production being insufficient to offset a fall in export production. In the three months ending January total production was 15 per cent lower than in the preceding three months; home market production fell by one-fifth and export production by 7 per cent. Thus, again allowing for strike losses in November it seems that the fall in commercial vehicle production has eased but total output is still drifting downwards.

Cars and commercial vehicle production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1

Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1966	52	1,603,679	30,840	414,444	7,970	24,231	466
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	114,569	8,813	5,811	447
2nd quarter	13	484,147	37,242	117,650	9,050	5,978	460
3rd quarter	13	334,143	25,703	91,221	7,017	5,665	436
4th quarter	13	322,928	24,841	91,004	7,000	6,777	521
1965 November	4	133,730	33,433	33,761	8,440	1,434	359
December	5	160,937	32,187	39,440	7,888	2,019	404
1966 January	4	128,800	32,200	31,611	7,903	1,696	424
November	4	91,024	22,756	27,986	6,997	1,990	498
December	5	123,879	24,776	32,772	6,554	2,764	553
1967 January	4	112,498	28,125	27,143	6,786	1,822	456

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1966	133·6	36·6
1965 1st quarter	143·6	39·0
2nd quarter	148·4	40·3
3rd quarter	137·1	36·1
4th quarter	144·9	36·3
1966 1st quarter	143·4	38·5
2nd quarter	147·3	39·1
3rd quarter	136·6	37·6
4th quarter	107·2	31·0
1966 January	134·8	34·6
February	144·7	38·3
March	150·8	42·6
April	147·9	39·6
May	150·7	39·5
June	143·3	38·2
July	142·6	38·3
August	143·0	38·3
September	124·2	36·3
October	113·7	32·1
November	93·6	29·9
December	114·4	31·1
1967 January	117·4	30·2
Average of:		
August to October 1966	127·0	35·6
November 1966 to January 1967	108·5	30·4
Percentage change	—15	—15

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Orders, deliveries, production and exports in the engineering industries in December

THE MINISTRY of Technology reports that the first estimates for December show a rise in production in the mechanical and electrical engineering industries (as shown in the first column of Table 1) and after allowing for seasonal factors the level of output in the last three months of 1966 was 2 per cent higher than in the three preceding months. The general picture presented by the Order VI index for the whole year is similar to that for 1965, with production pausing after the first quarter and then rising again towards the end of the year. The rise of 5½ per cent between 1965 and 1966 was the same as the average annual increase since 1958.

In the wider group of engineering industries covered by Tables 2 and 3 (including some vehicles in addition to mechanical and electrical engineering) preliminary estimates for December show that, after allowing for seasonal factors, both home and export deliveries rose only slightly compared with November, but export deliveries in the fourth quarter as a whole increased by 7 per cent compared with the third quarter and were 10 per cent higher for the year as a whole than in 1965. The rate of home deliveries remained fairly constant throughout 1966, but export deliveries were nearly 10 per cent higher in the second half of the year than in the first half. Net new home orders fell by 7 per cent between the third and fourth quarters and for the whole year continued the decline from the high level reached in 1964. On the export side net new orders rose slightly in the fourth quarter of 1966 and for the year as a whole fell only a little further from the lower level in 1965. As a result of these lower new orders but higher deliveries, orders on hand at the end of December for home and export were respec-

(Continued on page 592)

Table 1. **Engineering and electrical goods (S.I.C. Order VI)**
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1966	152*	. .	. .	153*	154*	152*	116
1964 1st quarter . . .	134	130	142	144	144	145	112
2nd quarter . . .	136	131	145	151	152	150	111
3rd quarter . . .	138	134	143	157	157	158	93
4th quarter . . .	141	138	146	164	164	163	105
1965 1st quarter . . .	144	142	146	168	168	168	106
2nd quarter . . .	141	140	143	168	167	169	115
3rd quarter . . .	145	143	147	166	166	166	107
4th quarter . . .	148	143	155	165	165	167	115
1966 1st quarter . . .	152	147	159	165	164	170	120
2nd quarter . . .	149	145	156	163	162	164	113
3rd quarter . . .	153	151	156	160	160	160	110
4th quarter . . .	155*	. .	. .	153*	154*	152*	125
1966 January	152	150	157	166	165	169	
February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	151	148	157	164	162	168	
May	149	146	155	163	161	167	
June	146	141	155	163	162	164	
July	156	154	159	162	162	161	
August	155	154	159	161	161	160	
September	147	145	150	160	160	160	
October	154*	. .	. .	159*	159*	159*	
November	154*	. .	. .	156*	157*	156*	
December	159*	. .	. .	153*	154*	152*	
Average:							
Latest 3 months shown .	155	151	156				
Previous 3 months shown .	153	145	156				
Percentage change (5) . .	+2	+4	Nil	−4	−4	−5	

* Provisional.

(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.

(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.

(3) Index of the total value at constant (average 1958) prices of orders held in these industries.

(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

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Regional Organization of the Board of Trade

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R. Wood.

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District Office
North Wales District Office, Government Buildings, Dimerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
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314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN3. 30867/8.)
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ENGINEERING INDUSTRIES IN DECEMBER, *continued*

tively 7 and 10 per cent lower than at the end December 1965. Home order books fell by 4 per cent and export order books by 5 per cent during the last quarter of 1966.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these indusries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effect of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case, the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against November are the averages of the seasonally adjusted figures for October, November and December.

Table 2. Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	164	145	143	170	146	142
1966*	152	142	150	152	141	148	153	145	156
1964 1st quarter	140	142	134	138	144	134	144	137	135
2nd quarter	148	153	134	147	155	134	150	147	133
3rd quarter	154	152	135	153	151	135	159	155	134
4th quarter	162	161	139	161	160	139	166	163	139
1965 1st quarter	167	152	140	165	151	141	173	153	136
2nd quarter	166	138	142	164	139	143	172	138	142
3rd quarter	165	140	143	163	141	141	170	137	147
4th quarter	165	152	146	164	151	147	170	155	145
1966 1st quarter	164	147	149	162	145	148	171	152	150
2nd quarter	161	137	147	160	140	147	165	130	148
3rd quarter	159	146	152	158	145	149	161	149	158
4th quarter*	152	140	153	152	135	147	153	151	169
1966 January	165	149	152	163	147	153	171	154	149
February	165	147	145	163	145	143	173	152	150
March	164	139	150	162	138	148	171	144	151
April	162	137	152	160	138	153	169	139	150
May	162	137	148	159	140	147	169	130	149
June	161	145	142	160	149	141	165	138	145
July	160	145	161	159	149	160	162	136	163
August	160	146	150	159	145	146	161	149	163
September	159	142	144	158	140	142	161	148	149
October*	157	141	150	157	136	147	159	152	161
November*	155	140	153	155	135	147	156	151	172
December*	152	..	155	152	..	149	153	..	173
Average:									
Latest 3 months		140	153		135	147		151	169
Previous 3 months		146	152		145	149		149	158
Percentage change (4)	—4	—4	+1	—4	—7	—1	—5	+1	+7

* Provisional.

(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.

(2) At constant (average 1958) prices.

(3) The figures shown against the months are three month centred moving averages.

(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Table 3. Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966*	152	142	150	151	141	148	154	145	156
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	139	147	161	142	146	163	129	148
3rd quarter	159	134	141	158	132	139	161	142	145
4th quarter*	152	139	159	151	133	153	154	157	175
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October	165	164	151	163	159	152	172	181	149
November	165	144	149	162	142	152	174	150	142
December	163	145	155	161	144	153	172	149	160
1966 January	163	145	145	161	145	145	172	145	146
February	165	163	150	162	162	147	173	164	159
March	164	162	166	162	166	166	170	149	167
April	163	127	140	161	126	139	168	128	145
May	163	145	146	161	148	146	166	134	146
June	161	144	154	161	150	154	163	124	153
July	160	141	148	160	138	147	162	153	149
August	160	125	126	160	122	122	162	133	136
September	159	138	149	158	136	149	161	142	149
October*	158	144	154	157	139	151	160	160	165
November*	155	137	159	154	129	153	158	159	174
December*	152	137	163	151	132	155	154	152	184

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

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Passport applications

IN VIEW of the approach of the holiday season, the Passport Office has just issued a new and urgent reminder to applicants for passports to give at least three weeks' notice to the Passport Office. Passport issue difficulties are aggravated by fluctuations in demand from week to week and by the large number of incomplete applications received – between one-fifth and one-quarter of applicants fail to complete the form properly. The advice therefore is to submit applications three weeks before the travelling date – preferably earlier – and to make sure that the application is properly filled in and that all the necessary enclosures are submitted.

Naturally, the Passport Office hopes that businessmen who are liable to be called on to travel abroad at short notice will make sure that their passports are kept up-to-date. However, for those businessmen who are obliged to obtain a passport at very short notice and who can show that their journey abroad is urgent and unavoidable, the Passport Office is still prepared, as before, to give special priority.

Exhibitions and Fairs

Ghana trade fair an 'impressive symbol'

by S. J. Gross, Deputy High Commissioner in Ghana

THE Ghana International Trade Fair was originally planned by ex-President Nkrumah for February 1965, but he postponed it until February 1967, so as to give more time for the erection of expensive prestige items. Following the revolution in February 1966, the new Government, the National Liberation Council, decided to proceed with the fair, while heavily pruning the prestige projects planned by Nkrumah. This was a bold decision, amply vindicated by the result.

The fair, which ran from February 1-19, was a great success in many ways. It demonstrated the stability and popularity of the new Government. It provided evidence both of the significant progress the Government have already made in combating the economic difficulties caused by bad administration in the past, and of the potential for economic growth in Ghana, one of the best endowed of the developing countries in resources and skilled manpower.

The centrepiece of the fair was a large and attractive round pavilion approached by elevated footways and having a cantilever aluminium roof supplied by Aluminium Alloy Fabrications Ltd., of Woking. This pavilion mainly housed the stands of African States. 'Made in Ghana' goods were displayed in a large Government pavilion as well as on individual sites elsewhere in the fair grounds. Thirty-one foreign countries and about 1,100 foreign firms were represented, either in national pavilions or in sections of three large pavilions erected for them by the Ghana Government.

The British pavilion complex was the largest of the governmental pavilions with a covered pavilion of about 11,000 square feet and a total area, including the open stands, of 36,760 square feet. We had originally asked for an allocation of 25,000 square feet but twice had to ask for more space to accommodate new exhibitors. The next largest governmental sites were the United States, with 26,000 square feet, and West Germany, with 20,000 square feet. The British pavilion was based on a prefabricated Coseley building. Designed by the Central Office of Information, it had an outer cladding of gleaming white fibreglass panels, floodlit at night, with the interior walls and roof lined with aluminium. The open stands were gaily bedecked with red, white and blue bunting. The following extract from a letter to the High Commissioner by a leading British businessman in Ghana, whose own firm was represented elsewhere in the fair, indicates the general impression created by the pavilion:

'I should like to confirm and reinforce my remarks the other evening congratulating you and your colleagues and the British Government on the magnificent effort which has resulted in the British pavilion. Not only is the design excellent and eye catching but the standard of fitting and finishing is way ahead of any similar construction.

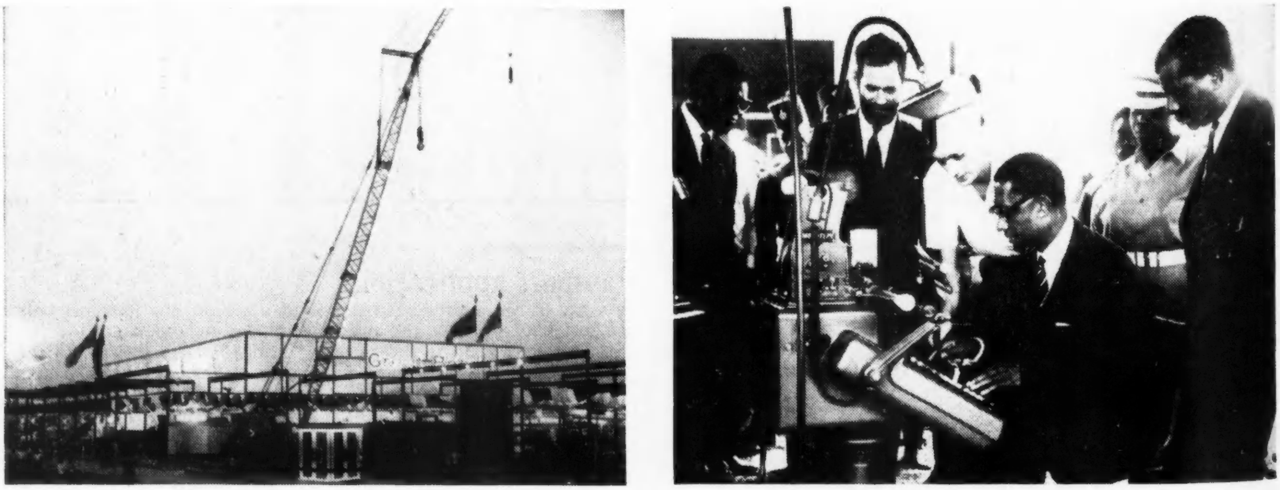
'I think it is hardly necessary to add that the British community here share my sentiments, especially as it was conceived and approved at a time when Great Britain itself was undergoing heavy pressure on overseas spending.'

The British pavilion was formally opened at an official reception on February 1, the first afternoon of the fair, by Mr. George Thomas, Minister of State at the Commonwealth Office, deputising for Mr. Herbert Bowden, the Secretary of State, who fell sick just before he was due to leave for Ghana. In his speech, Mr. Thomas noted that the theme of the pavilion was 'Britain and Africa: Partners in Progress'. This was portrayed by a large map of Africa indicating the emergent States of the Commonwealth with colourful transparencies of British projects and equipment in each. A reception arranged by the exhibitors for guests invited by them was held on the British National Day at the fair, February 6. The proceedings on both days and indeed on several other occasions, were greatly enlivened by five pipers of the King's Own Scottish Borderers, who attracted large and enthusiastic audiences of Ghanaians wherever they went.

Products of some 140 British manufacturers were displayed in the pavilion complex, either by the firms themselves or through local agents. The open air exhibits were particularly impressive. Holman Brothers (Ghana) Ltd., the largest individual exhibitor, showed a massive 25-ton mobile crane excavator with a 100-foot jib, the highest feature in the fair grounds. In addition to a wide selection of earthmoving equipment, their stand included a mock-up of an underground mine with miners using Holman tools, which attracted much attention. The level of orders they took was very satisfactory. Demonstrations of type composing and type casting machines and a large film setter made by the Monotype Corporation were very popular; all their equipment was sold. The 'Photo-me International' stand also proved very popular; it gave automatically-taken photographs free to many thousands of visitors and several orders for the equipment were taken.

Inside the pavilion particular interest was shown in the stands of several British publishers and in the examples of the COI 'low priced book scheme' displayed at the inquiry desks. There were also attractive displays of consumable products such as tinned foods and pharmaceuticals, toilet and sanitary products. On the more durable consumer goods side, sporting equipment, drums and shoes were displayed. There was however a lack of hand and other tools and electrical goods and appliances (though there were many British products in

(*Continued on page* 596)



The British pavilion at the Ghana International Trade Fair (February 1-19), with a total area of nearly 37,000 sq. ft., including outside stands, was 50 per cent larger than its nearest rival among the other national pavilions. The picture on the left shows the pavilion – a Coseley prefabricated building clad in fibreglass panels – as it was floodlit at night. On the right a distinguished visitor to the pavilion, Mr. Nunoo, Commissioner of Police and member of the National Liberation Council responsible for Agriculture and Forestry, tries his hand at a Monotype machine. His 'instructor' is Mr. Wall, Monotype's West Africa sales manager while those watching are Mr. Harold Smedley, British High Commissioner in Ghana, and Air Vice-Marshal Otu, chairman of the Trade Fair Committee.

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these fields on display elsewhere in the fair). There was also some criticism that there were insufficient working models (a cutaway Bedford engine and an attractive presentation of the Hovercraft principle by BP were exceptions) and of an undue reliance on photographs in some places. This may have reflected the fact that confidence in Ghana was only just returning when the stands were being planned in mid-1966.

Nearly all the exhibitors were highly satisfied with the orders and inquiries received during the course of the fair. Shortage of import licences will be an important limiting factor in meeting orders, but the Ghana Government have made a special issue of £9 worth of import licences per square foot of space rented at the fair and the allocation for the British pavilion complex has been appropriately divided amongst the exhibitors. This will result in welcome additional exports.

British manufacturers were also very well represented in stands elsewhere in the fair grounds. There were impressive displays of Morris and Rootes vehicles on the stands of their local agents, while the Ghana Consolidated Machinery Corporation displayed Massey-Ferguson tractors and British built Caterpillar and Hyster heavy equipment. The Hammond Organ Company had a very popular stand and had taken £30,000 of firm orders at an early stage of the fair with many more promising inquiries still to be dealt with. British products ranged widely from fibreglass boats to office equipment, carpets and insecticides. British firms were also well represented in the 'Made in Ghana' sections with items ranging from locally assembled heavy trucks to Garrard record players being assembled on site.

The Ghana International Trade Fair was an undoubted success. The site was an attractive one; the various pavilions were ready on time; the services provided were ample and efficient and the goods on display covered a wide range. Over 900,000 people passed through the turnstiles, including an appreciable number from the neighbouring French speaking countries.

More generally, the fair provided an impressive symbol of the impact of the measures taken by the National Liberation Council to rehabilitate Ghana's economy. Much remains to be done, of course. The Debt Conference held in London in December 1966, dealt with the immediate burden of repayments against the large amount of suppliers' credits accepted by the old régime. But the balance of payments remains precarious. The Ghana Government consider that further aid will be necessary to enable Ghana to obtain her essential import requirements and have asked the International Monetary Fund to arrange an informal meeting of potential donor countries to discuss this problem. Britain has already agreed to take part in such a meeting.

But there can be no doubt that the position has markedly improved during the year since the National Liberation Council came to power: for example, payments for imports are now being made at the due time. Ghana's economy is now progressing along the right road and British firms would be well advised to follow up the efforts which they and the British Government have made at the trade fair by paying renewed attention to this market.

British pavilion at Casablanca Trade Fair

THE BRITISH Chamber of Commerce in Morocco will organize a British pavilion at the Casablanca International Trade Fair, April 22-May 15. Firms wishing to participate should contact M. Vrigny, DIFMA, 166 Boulevard Moulay Ismail, Casablanca, by March 6. For further information, contact the Board of Trade, Overseas Trade Fairs Directorate, on Abbey 7877, Ext. 2788.

Mr. Darling opens IMBEX 67

THE FIFTH International Men's and Boys' Wear Exhibition – IMBEX '67 – opened at Earls Court on February 27 and closes today, March 3. The show, which is sponsored by the Clothing Manufacturers' Federation of Great Britain, the Shirt, Collar and Tie Manufacturers' Federation and the Tie Manufacturers' Association and is organized by Industrial and Trade Fairs Ltd., was opened by Mr. George Darling, Minister of State at the Board of Trade.

Speaking at the opening, Mr. Darling made a special point of welcoming the increasing number of overseas visitors expected to attend both as buyers and sellers. His main interest in the exhibition was, he said, the work it was doing to increase exports. There were many successful exporters represented at Earls Court, he said, but he went on to point out that this was an industry whose exports average only a fairly low percentage of total output.

'This reflects the fact that there are a few firms which have excellent export records,' he continued. 'But a very much larger number who do not export at all.'

Exporting was hard work, he said. 'But as the successful exporters here know, the rewards are truly worth the effort.'

Mr. Darling then drew attention to the work of the Clothing Export Council, whose formation the Government had considered an essential development in the progress towards realizing the industry's full export potential. 'If some of you have not already made contact with the Council,' he said, 'you should certainly do so and see what they have to offer.'

The Minister concluded by congratulating the sponsors and organizers on 'this excellent event'.

Among the many overseas visitors to the show has been a party of important men's wear retailers from Brussels. (*See page* 570.)

International trade promotion centre in Dublin

AN International Trade Promotion Centre opened in Dublin in January at 41-43 Nassau Street at the bottom of Grafton Street, Dublin's finest shopping centre.

Apart from staging displays and promotions, the Centre can provide amenities for trade receptions, demonstrations, conferences, lectures, etc., and if required will lay on a design and display advisory service and press and public relations facilities. The Centre is open to the public each day from 10 a.m. to 9 p.m. and a fully qualified multilingual staff is available to answer all inquiries concerning native or overseas goods, products and services.

Further information can be obtained from the International Trade Promotion Centre, Head Office, 38 Molesworth Street, Dublin, 2.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30. Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

British Shopping Week at Metz

MORE THAN 150 local shops will be featuring special displays of British consumer goods at the British Shopping Week in Metz, main city of the Lorraine region of North East France. The event will run for 12 days from March 29 to April 9, and is sponsored by the London Chamber of Commerce and the Board of Trade, and organized by a local committee in Metz.

This self-generated British Week will be on a smaller scale than the recent British Week in Lyons but will include many of the familiar features – a military band, a double-decker 'bus, two policemen and a policewoman, gala performances of British films, a replica of Eros, a display of the Crown Jewels and the chimes of Big Ben sounding through the Metz streets.

A novel addition will be a cavalcade through the city on March 29 led by the band of the Duke of Edinburgh's Royal Regiment and including HE the British Ambassador in Paris, Sir Patrick Reilly, KCMG; the Prefect of the Region, Monsieur Laporte; and many other local personalities. The 1967 Monte Carlo Rally winning BMC Mini-Cooper will be in the procession, together with many new British cars, the double-decker 'bus and one of England's latest caravans. At the rear of the procession will be the pipe band of George Heriot's School, Edinburgh.

On the opening day the British Ambassador will open 'La Maison Anglaise' at EXPOMETZ – the international consumer goods trade fair, which will be taking place in Metz concurrently with the British Week. 'La Maison Anglaise' is organized by the London Chamber of Commerce as a joint venture with the Board of Trade and will consist of nine room settings in which over 100 British companies will show their latest designs in furniture, fabrics, domestic appliances and other household goods; 400,000 visitors are expected to visit 'La Maison Anglaise' during the fair.

British print on show at Design Centre

EXPORTS START with printed matter and every British exporter should therefore visit the Design Centre, said Paul Reilly, director of the Council of Industrial Design, at the opening there on February 21 of Print Design 1967, an exhibition of business printing.

Mr. Reilly was introducing Sir Percy Faulkner, Controller of Her Majesty's Stationery Office, who opened the exhibition. Sir Percy congratulated the CoID and the British Federation of Master Printers on jointly staging the exhibition. One thing that stood out clearly from the exhibits, he said, was how good the best of British design really was and how much remained to be done to bring the general standard up to a comparable level.

Thanking Sir Percy, Alastair Stewart, president of the British Federation of Master Printers, said that British businessmen, with the help of British printers and designers, could face competition from any quarter 'whether we are in the Common Market or not'.

Print Design 1967 includes 350 carefully selected catalogues, instruction manuals, booklets, leaflets, house magazines, company reports, stationery, calendars, tickets, menus and forms of all kinds. It is sponsored by the Council of Industrial Design and the British Federation of Master Printers, and will be on show at the Design Centre, 28 Haymarket, London, S.W.1, until March 27 and will then visit Liverpool, Nottingham, Cardiff and other provincial centres.

Sydney International Toy Fair

THE Second Sydney International Toy Fair was held at the Menzies Hotel, Sydney from February 12 to 16. Although a truly international occasion, with the products of 155 manufacturers from 11 countries on display, the fair was both sponsored and organized by the Australian British Trade Association. The formal openings by the Premier of New South Wales, The Hon. R. W. Askin, M.L.A., took place at a luncheon given by the organizers for the toy trade and press. The Premier commented that there had been a large increase in participation by overseas manufacturers despite a clash of dates with the long-established Nuremberg Toy Fair.

British toy manufacturers were well to the fore and were easily the largest group of overseas participants. Thirty-seven members of the British Toy Manufacturers' Association collaborated in a joint venture with the Board of Trade, the Board paying for the space occupied by each participant and also for the erection of a shell stand where necessary. Mr. Dennis Britain, of Britains Ltd., attended the fair as the representative of the British Toy Manufacturers' Association, and two other British firms sent representatives from the United Kingdom. The fair, and particularly the British participation, was well covered in all the news media.

An important British occasion during the fair was a cocktail party given on behalf of the British Toy Manufacturers' Association for all the important buyers, wholesalers and retailers. Mr. Britain gave a short address in which he emphasised the importance of the United Kingdom as a supplier of quality toys.

Among the distinguished visitors to the fair were the British High Commissioner, Sir Charles Johnston, and Lady Johnston who, together with Mr. Martin Marshall, Deputy High Commissioner in Sydney, toured a number of the British stands and attended the opening luncheon.

Admission was restricted to trade representatives only and the total attendance was over 1,200, an increase of 40 per cent over the figure for the 1966 fair. The British participation was most successful from both trade and prestige points of view, and the exhibitors made a considerable contribution to the fine record of the British toy industry as well as doing a lot of good business.

British Week in Stockholm, 1968

THE CAPITAL city of one of the most advanced countries in the world, Stockholm, will be the centre of the seventh British Week in Europe to be organized by the Board of Trade and the British National Export Council.

The Week will be held from September 27 to October 5, 1968, and its inaugural conference in Stockholm was presided over by Sir Archibald Ross, HM Ambassador to Sweden, on March 1. The Right Honourable Frederick Mulley, MP, Minister of State, Foreign Office, spoke on behalf of HM Government, and Mr. Alex Abel Smith, of the Export Council for Europe, pledged the support of British industry. The British initiative was welcomed by Mr. Gunnar Lange, the Swedish Minister for Trade.

The British Week in Stockholm will be the most important commercial and cultural event that has ever been staged in the long history of trade and commerce between Sweden and Britain. It will be the first to have been held in any EFTA country since the completion of the Free Trade Area at the end of last year. It is expected that a large number of British manufacturers will participate in this promotion.

A full programme of supporting events is being arranged to complement the sale of British goods which will be found in a very wide range of large and small stores in the shopping areas of Stockholm. It is hoped that these may include the new Pavilion of Technology (which was first seen at Lyons last October), the City of London Pavilion, displays of room furnishings, a presentation by the Council of Industrial Design, sporting events, and exhibitions of many kinds, concerts and entertainments, fashion shows, and many other attractions.

Note:

In recent years Anglo-Swedish trade has grown fast, and is now fairly well in balance at over £200 million in each direction – a total turnover of nearly £450 million annually.

Sweden is one of Britain's most important customers. It is Britain's largest market within the European Free Trade Association; Britain's second largest in Europe (after West Germany), and fifth largest in the world. One-third of the goods consumed in Sweden are imported, 15 per cent of which are from Britain.

Previous British Weeks have been held at Dusseldorf and in the four main Danish cities (1964); at Amsterdam and Milan (1965); and at Hong Kong and Lyons (1966).

Scrap show extended

THE ORGANIZERS of the first Scrap and Waste Exhibition, Industrial Presentation Ltd., have announced that the dates of this show, due to be held at Olympia, London, in July, have been extended by one day. The show, which opens on July 17, will now close on July 22 – a Saturday. This has been arranged to suit the many smaller businesses in the scrap and waste trade whose proprietors might find it difficult to visit Olympia on a weekday.

'Reclaimed prosperity' is to be the theme of the show, space for which is already well booked. A very wide range of plant and equipment will be displayed, covering particularly the handling and processing of scrap and waste materials of all kinds. Individual exhibits include shears, baling presses, conveyors, electro-magnets, mobile cranes and lorry loaders, separating and cleansing plant, etc.

In view of the importance of this rarely publicized industry, the *Board of Trade Journal* will publish a special feature on June 30, giving a preview of the exhibition.

Fashion show in Cologne

TOM GILBEY will be showing his first design collection for Ahlers of Germany on March 9, at Theatre am Dom Burgmauer 60, in Cologne, West Germany.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

RECEPTION
COI

Members of the London Chamber of Commerce visited the Central Office of Information recently. They were received by the Director-General Sir T. Fife Clark and introduced to the work of the Central Office of Information by the Overseas Controller Mr. Donald Kerr. The visitors then took part in discussions on the export publicity services of the COI with members of the overseas press services, photographs, radio, films and television, exhibitions, publications and tours and production services divisions. The party included: Mr. F. Gale, Mr. M. Collins, Mr. A. Hall, Mr. Waller and Mr. Saar, information department; Mr. D. G. R. Salmond, Mr. F. Osborne, Mr. P. Taylor, Mr. B. A. G. Lewis and Mr. J. A. A. Knott, overseas department; Miss J. M. Brown, British Export Houses Association; Mr. S. Black, publicity department; Mr. B. W. Hurn, Mr. K. Miles, Mr. E. B. Booker and Mr. M. S. Higgins, commercial education department; Mr. A. A. Aneni (Ibadan Chamber of Commerce, Nigeria), Federation of Commonwealth Chambers of Commerce; Mr. Sebastian Earl, BNEC, Export Council for United States.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Imports from China 1967 (NTI No. 1178)

THE BOARD OF TRADE have announced in Notice to Importers No. 1178, dated February 17, 1967 that the arrangements set out in Notice to Importers No. 1134 for imports from China of yarns and fabrics of cotton or rayon, other manufactures of cotton, linen and man-made fibres, silk fabrics will be continued for a further period.

The full coverage of these quotas for the year to December 31, 1967 will be as follows:

A. Yarns, threads and woven fabrics, wholly or mainly of cotton or rayon, or of mixtures of cotton and rayon, for home consumption . . .	£151,500
B. Loom-state woven fabrics wholly or mainly of cotton or rayon, or of mixtures of cotton or rayon, for processing and subsequent re-export .	see below
C. Manufactures of cotton, linen and man-made fibres: *Other than* (a) Yarns, threads and fabrics; (b) Stockings, socks and footwear; (c) Carpets, rugs, mats and other floor coverings; (d) Lace and lace net, and any article containing lace or lace net; (e) Gloves; (f) Embroidered linen handkerchiefs and handkerchiefs wholly or mainly of cotton;	£222,200
D. Towels wholly or mainly of cotton: Not more than £60,600	
E. Handkerchiefs wholly or mainly of cotton, but not containing lace or lace net: Not more than £24,240	
F. Fabrics wholly or mainly of silk	£650,000
G. Embroidered linen handkerchiefs	see below

Quotas A, C, D, and E

Licences under quotas A, C, D, and E will be issued on application to traders who have held licences issued against the corresponding quota for 1966. The one-per-cent addition to the quota levels is in line with the decision to raise 1967 cotton quotas with all restricted countries by this proportion; however, because of the smallness of the additional amount it will not, in general, be possible to do more than round off some of the existing licences. It is regretted that no provision can be made for newcomers.

Quota B

Licences in respect of cotton and/or rayon fabrics intended for re-export under the Customs Processing Regulations will be issued on application to the full value requested.

Quota F

Licences under quota F will be issued on application to traders who have held licences issued against the corresponding quota under the terms of Notice to Importers No. 1134. Such previous licence holders will receive an initial allocation equal to approximately three-quarters of the value of their licence (or licences) for the last period, and may re-apply when orders have been placed for 90 per cent or more of the value of the initial licence.

Applications may also be considered from traders who have not previously participated in this quota and who can establish a direct interest in importing silk fabrics.

Quota G

Licences for embroidered **linen** handkerchiefs will be issued on application to the full value requested up to a limit of £3,000 for an initial application. Further application may be made when orders have been placed for 90 per cent or more of the value of the initial licence.

Applications for licences **(separately for each quota)** should be made on form ILB/A and be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1. Page 1 of the application form should be completed and page 2 left blank; on page 3 **and copies,** the applicant's name, full postal address and the country of origin and consignment (China) should be inserted.

Imports from China 1967 (NTI No. 1182)

NOTICE TO IMPORTERS No. 1163 gave preliminary information about the licensing arrangements for imports from China in 1967. Annex B to the present Notice lists all quotas so far established for the current year, excluding only those for certain cotton, linen and man-made fibre manufactures and silk fabrics which were covered by Notice No. 1178.

There have been various increases over 1966 and a number of additions to the list of goods in Annex A, for which licences will be granted to the full value requested. Open Individual Licences will continue to be issued for eggs and egg products.

Applications for licences in respect of quota items will be considered on the basis of evidence of firm offers by the Chinese Export Corporations and subsequent acceptance by the applicant. Licences will not be issued in excess of quotas and as some of these are already approaching exhaustion (particularly those marked with an asterisk), applicants are advised to ascertain whether a proportion of the quota can be reserved on their behalf before concluding contracts. Reservations will only be considered on the basis of firm offers.

Priority will be given to traders importing direct from China. Where quotas are under pressure, licences or reservations relating to imports from Hong Kong or other third country can be considered only where the same evidence of firm offers, etc., from Chinese Export Corporations has been provided.

It should be noted that agricultural and food imports continue to be subject to the appropriate animal, public or plant health requirements (and qualitative restrictions in the case of seeds). Importers of pigmeat are advised to quote the name of the establishment from whom they propose to buy. A list of currently approved establishments can be furnished by the Import Licensing Branch if wanted.

Annex A

Goods for which licences will be issued on application to the full value requested

Apricot kernels and apricot flour (i.e., powdered flesh of the fruit).
Artificial flowers, fruit and foliage.
Basketware (*other than* of cane, wicker or willow) and manufactures of raffia and straw (including footwear entirely of raffia, straw, rope or twine).
Brushes of all kinds.
Buttons.
Cameras.
Carpets, hand knotted.
Chinese food specialists not elsewhere specified, including:
  Bamboo shoots;
  Chilli sauce;
  Fried rice;
  Gourmet powder;
  Oyster sauce;
  Noodles;
  Rice sticks;
  Soup powder;
  Soya sauce;
  Spiced bran dough;
  Water chestnuts.
Embroidered linen handkerchiefs.
* Fancy goods, *not being* pottery, silk manufactures or toys.
Fruit; canned, bottled, frozen or dried, other than apples, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, *other than* those derived from apples, blackcurrants, grapefruit, oranges or pears.
Furniture.
Ginger, preserved.
Glassware, table.
* Hand tools.
Hardware (nuts, bolts, padlocks, etc.) but *excluding* steel woodscrews.
Honey.
* Ivory manufactures and lacquerware not elsewhere specified.
Jewellery, including imitation jewellery.

A British firm's domestic paperware is becoming big business in Hong Kong. The firm, Cross Paperware Limited, Dunstable, has been successful in obtaining good orders through their agent Wiggins Teape (H.K.) Limited, from Dairy Lane Limited, one of the largest retail grocers in the Colony. The products from Cross, which include paper napkins, cups, plates and table covers, among other things, have been selling so well that Dairy Lane recently gave them the full window display shown in the picture, at its main store.

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* Leather (subject to type).
Leather goods, *other than* footwear and gloves.
Menthol crystals.
Millet.
Mirrors.
* Motor accessories, including sparking plugs.
Nuts in shell or shelled.
Pharmaceuticals.
Pig offal not for human consumption (subject to the Importation of Carcases and Animal Products Order, 1954).
Prawns, frozen.
Rabbit, frozen and dead rabbits and rabbit meat.
Sea grass manufactures.
Scientific instruments.
Soups, powdered and canned.
Sports goods, *other than* cotton tents.
Stationery, *other than* pencils and crayons.
Tomatoes, canned or bottled.
Vegetables – dried, canned or frozen, *other than* those mentioned in Annex B.
Tyres and tubes.
Wine.
Woodware, domestic.

* Precise description of good should be given on application form.

Annex B

Quotas for imports from China during 1967
(Excluding textile manufactures covered by Notice to Importers No. 1178)

FOOD	£'000
Butter	100 (see note below)
Fish and shellfish:	
(a) Packed in airtight containers	25
(b) Other fish and shellfish, excluding frozen fish	10
(c) Caviare and other fish roes and fishpaste	25
Note: Frozen prawns are on Annex A.	
Fruit, the following: apples, cherries, gooseberries, loganberries, pears and plums:	
(a) Canned or bottled, of which not more than *£8,000 for apples and *£5,000 for plums	100
(b) Dried	25
(c) Frozen	(170 *tons*)
Fruit juices derived from apples, blackcurrants or pears	25 (£'000)
Meat and meat products, frozen or in airtight containers, the following:	
Poultry	150
*Canned pigmeat, including ham	330
*Fully cooked pigs' liver and lungs for human consumption	60
Canned meat *other than* pigmeat	10
Milk processed, canned or dried	25
Vegetables, the following: asparagus, green beans, beetroot, broccoli or cauliflower, Brussels sprouts, carrots, celery, cucumber (other than gherkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, green peas, radishes, rhubarb, spinach and turnips:	
*(a) Canned or bottled	50
(b) Fried (*excluding* herbs dried in bulk)	10
(c) Frozen	(200 *tons*)
TEXTILES AND APPAREL	
Cotton bath mats	25·25 (£'000)
*Footwear (other than entirely of raffia, straw, twine or rope)	110
*Gloves of all kinds	150
Headgear (including hat bodies, hoods and shapes) not made wholly or partly of wool or felt	655
*Silk apparel, *other than* gloves, stockings, socks, squares, scarves and headgear	110
Silk manufactures, including squares and scarves for which not more than £5,000, but *excluding* other apparel, yarns and fabrics	20
Silk yarns (of which not more than £10,000 for thrown yarns)	45
Woollen knitwear *other than* gloves, stockings and socks	35
*Woollen fabrics	20
OTHER COMMODITIES	
*Basketware of cane, wicker or willow	20
Chemicals (subject to type)	500
*Clocks (of which not more than £20,000 for mechanical alarm clocks)	50
*Cutlery	27·5
*Enamelware	10
*Hurricane lamps	6
Musical instruments (subject to type)	132
*Pencils and crayons	18
Playing cards	33
*Pottery (of which not more than £90,000 for ornamental pottery)	170·5
Sewing machines	50
Steel woodscrews	100
Toys and games, *other than* playing cards	275
*Vacuum flasks	31·5
Watches	10

Note: The quota year for butter runs from April 1, 1967, to March 31, 1968.
*Quota exhausted or nearly exhausted.

Imports from Hungary

THE BOARD OF TRADE have announced in Notice to Importers No. 1181, dated February 23, 1967, that the licensing arrangements for imports from Hungary over the 12-month period ending December 31, 1967, are being continued on broadly the same basis as they were for the previous period. Some quotas have been increased, but the range of goods which may be imported under open individual licences remains unchanged. Full details and the list of quotas appeared in the *Board of Trade Journal* of January 27, 1967 (pages 216-217).

Ghana debt agreement

AN AGREEMENT was signed on February 27 between the Government of the Republic of Ghana and the Government of the United Kingdom on medium-term commercial debts owed by Ghana to United Kingdom creditors.

The Agreement gives formal expression to the proposals of the multilateral meeting held in London in December, 1966. It follows bilateral talks which began on February 14 in Accra and is the first of a series of bilateral agreements which Ghana will be negotiating with creditor countries concerned.

It covers over £25 million of debt due up to the end of 1968 under credits of one to 12 years' maturity arising from contracts concluded before February 24, 1966, for the supply of goods and services to Ghana. Twenty per cent of the debt will be paid by the end of 1968. Repayment of the remaining 80 per cent will be spread over eight years from mid-1971, beginning with 2.7 per cent in the Ghana financial year ending June 30, 1972, and continuing in rising annual amounts up to mid-1979.

Interest will be paid half-yearly on the deferred amounts at rates determined by provisions, where they exist, in the contracts concerned and otherwise at the present appropriate rate for British Government credit.

The Agreement also contains technical and formal provisions necessary for its implementation.

UK/Guyana Loan 1966

THE UNITED KINGDOM has granted the Government of Guyana a loan of £416,00 towards the cost of projects contained in Guyana's development programme 1966-72.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

French trading agreements

France and Czechoslovakia

THE FRENCH *Journal Officiel du Commerce International* of November 26, 1966, published details of an additional Protocol for the year 1967 to the long term trade agreement of June 29, 1965 between France, the Republics of Central Africa and Gabon, and Czechoslovakia. The Protocol modified certain quotas and some additional quotas were made.

France and Rumania

THE FRENCH *Moniteur Officiel du Commerce International* of February 4 published details of an additional Protocol signed on September 23 to the long term agreement of February 8, 1965 between France and Rumania.

France and Spain

THE FRENCH *Moniteur Officiel du Commerce International* of December 7 announced that the trade agreement of November 27, 1963 and renewed for one year from November 1, 1965 to October 31, 1966, has again been renewed by an exchange of letters between France and Spain for the period November 1, 1966 to October 31, 1967.

France and Albania

THE FRENCH *Moniteur Officiel du Commerce International* of January 25 reported that a trade agreement between France and Albania was signed on December 15, 1966, for the exchange of goods during the calendar year of 1967.

THE FRENCH *Moniteur Officiel du Commerce International* of February 8 published details of agreements between the following countries:

France and USSR

The Protocol signed on May 11, 1966 to the long term agreement of October 30, 1964 between France and the USSR has been extended for the year 1967.

France and Denmark

The trade agreement of June 14, 1966 between France and Denmark has been extended for a further year from January 1 to December 31, 1967.

France and Austria

The trade agreement of July 26, 1963 between France and Austria has been extended from January 1 to December 31, 1967.

France and Iceland

The trade agreement of May 24, 1966 between France and Iceland has been extended for a year from January 1 to December 31, 1967.

France and Norway

The French *Journal Officiel* of February 3 announced that the trade agreement of May 18, 1966 between France and Norway has been extended for a year from January 1 to December 31, 1967.

France and Portugal

The French *Journal Officiel* of February 3 announced that the trade agreement of March 25, 1961 between France and Portugal has been extended for a year from January 1 to December 31, 1967.

France and Sweden

The French *Journal Officiel* of February 3 announced that the trade agreement of June 21, 1966 between France and Sweden has been extended for a year from January 1 to December 31, 1967.

The full French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

Pakistan and Czechoslovakia

THE GOVERNMENTS of Pakistan and Czechoslovakia have announced an agreement for the exchange of commodities between the two countries. Attached to the agreement are two schedules listing these commodities. They include raw jute, raw cotton, cotton textiles, leather and leather goods to be exported from Pakistan and breakdown lorries, engineering machinery and equipment, chemicals and dyes to be exported from Czechoslovakia.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Ransomes
ALSTER

Ransomes Sims & Jefferies Ltd., of Ipswich, manufacturers of farm machinery, have received orders recently for more than £½ million worth of combine harvesters for countries in the Middle East. The illustration shows a 1001 *combine being loaded at King's Lynn docks for shipment to Hamburg, the first leg of a journey through Russia to Iran.*

Morocco and the Federal Republic of Germany

THE MOROCCAN *Bulletin Officiel* of January 25, 1967, announced the renewal, for a further year from January 1, 1967, of the protocol to the trade agreement of 1961 between Morocco and the Federal Republic of Germany. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/50).

Morocco and Italy

THE MOROCCAN *Bulletin Officiel* of January 25, 1967, announced the renewal for a further year from January 1, 1967, of the protocol to the trade agreement of 1961 between Morocco and Italy. Quotas under the agreement remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/50).

Morocco and Japan

THE MOROCCAN *Bulletin Officiel* of January 25, 1967, announced the signing on November 23, 1966, of an additional protocol to the trade agreement of 1961 between Morocco and Japan. It is valid for one year from December 24, 1966.

Moroccan exports to Japan include phosphates, ores, cork cotton, foodstuffs, carpets, lorries and passenger cars and wines. Japanese exports to Morocco include fishing twine, television and wireless receivers, sewing machines, batteries, photographic goods, motor-cycles, tea and agricultural machinery.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 459/61).

Double taxation—Finland

THE BOARD of Inland Revenue announce that the Protocol to the United Kingdom – Finland Double Taxation Convention was ratified on January 18, 1967, and has now been published as the Schedule to an Order in Council numbered S.I. 1967 No. 164.

Double taxation—Denmark

THE PROTOCOL to the United Kingdom-Denmark Double Taxation Convention was ratified on January 16, 1967 and has now been published as the Schedule to an Order-in-Council numbered S.I. 1967, No. 163.

Self-advancing powered roof supports designed as part of a full installation for thin seam mining, being checked before despatch at the Aycliffe, Co. Durham factory of A. G. Wild and Co. Ltd., the Sheffield-based mining equipment engineers. This batch of supports is for the Bras d'Or Coal Company of Nova Scotia.

Hints to businessmen visiting Uruguay

A REVISED edition of the booklet on Uruguay has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

The Board of Trade

Export Service Bulletin

posted direct to subscribers daily, Monday to Friday inclusive, provides up to the minute information.

Contents

Market Pointers
Calls for Tenders
Market Reports
Export Opportunities
General notices

A Quarterly Supplement 'World Economic Comments' is also published. This gives short summaries of the general economic and commercial climate in most world markets.

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Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY,
LONDON, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 *and* 406. *Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

ANGOLA

(40/67) Electrical Equipment for Pacos do Concelho do Huambo, Nova Lisboa. March 17. E.S.B. 8583/67.

ARGENTINA

(37/67) Oil Refinery Equipment for Yacimientos Petroliferos Fiscales. April 17. E.S.B. 8305/67.

AUSTRALIA

(38/67) Transformers for Capricornia Regional Electricity Board. March 28. E.S.B. 8340/67.

(40/67) VHF Radio-Telephone Equipment for Commonwealth Railways, Melbourne. March 21. E.S.B. 8552/67.*

(38/67) Aviation Control Tower for Department of Civil Aviation. (Further Information.) E.S.B. 7224/67.

(40/67) Axial Flow Fans for Hydro-Electric Commission of Tasmania. March 20. E.S.B. 8553/67.*

(38/67) Uniselector Maintenance Parts for Postmaster-General's Department. April 27. E.S.B. 8341/67.*

(36/67) Transformers for State Electricity Commission of Western Australia. (Further Information.) Closing date postponed to March 16. E.S.B. 2810/67.*

(41/67) Transformers for State Tender Board for Western Australia. May 4. E.S.B. 8555/67.*

(40/67) Axle Boxes for Victorian Railways. March 22. E.S.B. 8554/67.

BURMA

Defence Department:

(37/67) Fabric Reinforcement. March 18. E.S.B. 8019/67.*

(37/67) Glazed Tiles. March 18. E.S.B. 8020/67.*

(37/67) Mirrors March 18. E.S.B. 8021/67.*

(37/67) Steel Piling; Wire Mesh for Irrigation Department. March 25. E.S.B. 8088/67.*

Myanma Export Import Corporation:

(37/67) Ball and Roller Bearings. March 15. E.S.B. 8052/67.*

(37/67) Bailey Bridge: Pontoon and Sponson. April 8. E.S.B. 8083/67.*

(37/67) Umbrella Parts. March 24. E.S.B. 8050/67.*

(37/67) Carbon Rods. March 25. E.S.B. 8026/67.*

(37/67) Electrical Equipment and Stores. March 24. E.S.B. 8055/67.*

People's Oil Industry:

(36/67) Testing Equipment. March 31. E.S.B. 7598/67.*

(36/67) Pump Spare Parts. March 31. E.S.B. 7599/67.*

(37/67) Storage Tanks. April 15. E.S.B. 8079/67.*

(37/67) Vehicle Spare Parts April 15. E.S.B. 8080/67.*

(37/67) Electrical Equipment and Stores. March 15. E.S.B. 8047/67.*

(37/67) Vehicle Spare Parts. March 31. E.S.B. 8032/67.*

(37/67) Copper. March 15. E.S.B. 8048/67.*

Union of Burma Railway Board:

(40/67) Oil Tank Wagons. March 30. Conditions only available for loan. E.S.B. 8547/67.*

(40/67) Spring Levers. March 21. E.S.B. 8551/67.*

CHILE

Empresa Nacional de Electricidad (ENDESA):

(36/67) Loaders. Closing date not known. E.S.B. 7590/67.*

(37/67) Tunnelling Excavators. Closing date not stated. Tender documents (in Spanish) available. E.S.B. 8098/67.*

COSTA RICA

(40/67) Chicken Food for **Departamente de Aprovisionamiento** de la Caja Costarricense de Seguro Social. March 17. E.S.B. 8525/67.*

ETHIOPIA

(38/67) Construction of School for Ministry of Education and Fine Arts. April 21. E.S.B. 8097/67.

FORMOSA

Central Trust of China:

(37/67) Gasoline Engine. March 15. E.S.B. 8065/67.*

(37/67) Pipeline Accessories. March 20. E.S.B. 8066/67.*

(37/67) Tractor. March 15. E.S.B. 8063/67.*

(37/67) Grinding Machine. March 15. E.S.B. 8064/67.*

GREECE

(38/67) Fuse Accessories for Public Power Corporation March 29. E.S.B. 8358/67.

HAITI

(38/67) Construction of Water Supply for Centrale Autonome Metropolitaine D'eau Potable. (Pre-qualification Information.) Closing date for pre-qualification March 27. A limited number of application forms available. E.S.B. 8353/67.*

ICELAND

(41/67) Remote Control System for Reykjavik Purchasing Centre. Closing date postponed to March 28. E.S.B. 4200/67.*

INDIA

Beas Purchase Organization:

(37/67) Wire Drills and Accessories. April 26. E.S.B. 8087/67.*

(38/67) Drill Rods. (Further Information.) Tender documents now available. E.S.B. 2875/67.*

(40/67) Hydraulic Transmission. (Further Information.) E.S.B. 2874/67.

Bhabha Atomic Research Centre:

(38/67) Laundry Equipment. (Further Information.) Tender documents now available. E.S.B. 6065/67.*

(38/67) Steam Press. (Further Information.) Tender documents now available. E.S.B. 6066/67.*

(38/67) Tool and Cutter Grinder. (Further Information.) Tender documents now available. E.S.B. 6067/67.*

(38/67) Centrifugal Pumps. (Further Information.) Tender documents now available. E.S.B. 6069/67.*

(38/67) Variable Speed Gears. (Further Information.) Tender documents now available. E.S.B. 6052/67.*

(38/67) Drying Tumblers. (Further Information.) Tender documents now available. E.S.B. 6059/67.*

(38/67) Rotary Vacuum Pumps. (Further Information.) Tender documents now available. E.S.B. 6068/67.*

A batch of TI Stainless Tubes' adaptors being dimensionally checked at a viewing table in their Dudley machine shop. These adaptors are turned from solid forgings of titanium stabilized stainless steel to BS 1505-821 *Grade TI; a material which requires considerable expertise to machine accurately. They are designed to effect the transition in diameter between the pigtails and the reformer tubes.*

(38/67) Electric Hoist. (Further Information.) Tender documents now available. E.S.B. 6063/67.*

(38/67) Calculating Machine. (Further Information.) Tender documents now available. E.S.B. 6061/67.*

(38/67) Oil Seals. (Further Information.) Tender documents now available. E.S.B. 6055/67.*

(38/67) Level Indicators. (Further Information.) Tender documents now available. E.S.B. 6053/67.*

(38/67) Sweep Generator. March 16. E.S.B. 8318/67.*

(38/67) Worm Reduction Gear Unit. (Further Information.) Tender documents now available. E.S.B. 6056/67.*

(38/67) Industrial Vacuum Cleaners. (Further Information.) Tender documents now available. E.S.B. 6057/67.*

(38/67) Pressure Reducing Valves. (Further Information.) Tender documents now available. E.S.B. 6058/67.*

(38/67) Laboratory Test Sieve Shaker. (Further Information.) Tender documents now available. E.S.B. 6060/67.*

(38/67) Potentiometers and Accessories. (Further Information.) Tender documents now available. E.S.B. 6062/67.*

(38/67) Demineralized Water Plant. (Further Information). Tender documents now available. E.S.B. 6064//67.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex* 25977, *AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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38(/67) **Centrifuges.** March 20. E.S.B. 8319/67 and 8320/67.*

(38/67) **Spectrophotometer.** March 21. E.S.B. 8321/67.*

(38/67) **Photomicroscope.** March 23. E.S.B. 8322/67.*

(38/67) **Annealing Furnace.** March 15. E.S.B. 8323/67.

(39/67) **Pressed Brass Caps.** April 3. E.S.B. 8327/67.

(39/67) **Potentiometer.** April 3. E.S.B 8328/67.

(39/67) **Steam Generating Plant.** April 4. E.S.B. 8330/67.

(39/67) **Vapour Blast Unit.** April 4. E.S.B. 8329/67.

Bharat Earth Movers Ltd.:

(37/67) **Wheel Sets.** (Further Information.) E.S.B. 6005/67.*

(41/67) **Spot Welding Tips.** March 21. E.S.B. 8616/67.*

Bharat Heavy Electricals Ltd.

(37/67) **Forgings.** March 24. E.S.B. 7541/67.

(37/67) **Steel Castings.** March 31. E.S.B. 7542/67.

(38/67) **Hospital Equipment** for Bombay Port Trust. March 21. E.S.B. 8333/67.

(40/67) **Wharf Cranes** for Cochin Port Trust. April 5. E.S.B. 8400/67.

Directorate-General of Supplies and Disposals:

(39/67) **Milling and Rolling Mills.** (Further Information.) March 15. E.S.B. 40749/66.*

(41/67) **Spline Hobbing Machine.** March 28. E.S.B. 8618/67.*

(38/67) **Machine Tools** for Hindustan Aeronautics Ltd. March 20. E.S.B. 8332/67.

(37/67) **Steel Materials** for India Supply Mission. March 23. E.S.B. 8086/67.

(40/67) **Construction of Residential Buildings** for Indian Airlines Corporation. March 31. E.S.B. 8518/67.

(37/67) **Activated Carbon** for Indian Drugs and Pharmaceuticals Ltd. March 15. E.S.B. 8085/67.

(41/67) **Construction of Tailrace Tunnel and Open Channel** for Kerala State Electricity Board. (Further Information.) Closing date postponed to March 30. E.S.B. 45363/66.

(38/67) **Navigational Aids** for Madras Port Trust. (Further Information.) E.S.B. 6769/67.*

Madras Refineries Ltd:

(38/67) **Construction of Pipe Line.** March 17. E.S.B. 8337/67.*

(38/67) **Steel Storage Tanks.** March 24. E.S.B. 8338/67.*

(38/67) **Electrical Equipment** for Madras State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 2812/67.*

National Coal Development Corporation:

(37/67) **Rope Haulage Equipment.** March 30. E.S.B. 8044/67.*

(38/67) **Tippler.** March 16. E.S.B. 8040/67.

(38/67) **Mining Equipment.** March 28. E.S.B. 8042/67.

(38/67) **Ventilating Fans.** March 29. E.S.B. 8043/67.

(39/67) **Locomotives.** (Further Information.) Tender documents now available. E.S.B. 6699/67.*

(41/67) **Shovel Loaders.** March 17. E.S.B. 8620/67.

(36/67) **Transformers** for Orissa State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 4199/67.*

(38/67) **Mine Shuttle Cars** for Singareni Collieries Co. March 31. E.S.B. 8356/67.

IRAQ

(37/67) **Gas Pipeline** for Gas Distribution Administration. June 28. E.S.B. 8301/67.

(37/67) **Caustic Soda** for Government Oil Refineries Administration. March 18. E.S.B. 8100/67.

Ministry of Municipalities and Works:

(37/67) **Construction of Water Supplyl System.** (Further Information.) Tender documents now available. E.S.B. 3334/67.*

(37/67) **Construction of Water Supply System.** (Further Information.) Tender documents now available. E.S.B. 2838/67.*

(37/67) **Construction of Water Supply Scheme.** (Further Information.) Tender documents now available. E.S.B. 3319/67.*

(37/67) **Alternator Set.** (Further Information.) Tender documents now available. E.S.B. 3330/67.*

(37/67) **Construction of Water Supply Scheme.** (Further Information.) Tender documents now available. E.S.B. 3331/67.*

(37/67) **Construction of Water Supply System.** (Further Information.) Tender documents now available. E.S.B. 3332/67.*

(37/67) **Construction of Water Supply**. (Further Information.) Tender documents now available. E.S.B. 3333/67.*

(39/67) **Bleaching Powder.** March 27. E.S.B. 8394/67.

(39/67) **Wireless Set.** April 4. E.S.B. 8395/67.

IRISH REPUBLIC

(39/67) **Hand-operated Derrick** for Cork County Council. March 16. E.S.B. 8501/67.

JORDAN

Jordan Cement Factories:

(37/67) **Clinker Tower Lining.** March 15. E.S.B. 8072/67.

(39/67) **Temperature Monitoring Devices.** March 15. E.S.B. 8379/67.*

(39/67) **Drilling Machine; Air Compressor.** March 15. E.S.B. 8378/67.*

(40/67) **Drilling Bits; Aquagel** for Natural Resources Authority. March 18. E.S.B. 8514/67.*

KENYA

(38/67) **Telephone Exchange Equipment** for East Africa Posts and Telecommunications Administration. Closing date not known. E.S.B. 8344/67.

KOREA

(40/67) **Generators; Film Projectors** for Office of Supply. March 21. E.S.B. 8515/67.*

MALAYSIA

(40/67) **Aluminium Window Units** for Public Works Department. March 15. E.S.B. 8505/67.*

State Central Tenders Board:

(40/67) **Outboard Motors.** April 3. E.S.B. 8506/67.*

(40/67) **Earth Moving Equipment.** April 3. E.S.B. 8540/67.*

(40/67) **Mechanical Equipment.** April 3. E.S.B. 8541/67.*

(40/67) **X-ray Films and Chemicals.** March 18. E.S.B. 8393/67.

(40/67) **Vehicle.** April 3. E.S.B. 8585/67.*

NEW ZEALAND

(38/67) **Capacitors** for General Post Office. March 22. E.S.B. 8051/67.*

(40/67) **Paper** for Government Printing Office. March 17. E.S.B. 8428/67.

(39/67) **Construction of Building** for National Airways Corporation. (Advance Information.) E.S.B. 8399/67.

NIGERIA

(36/67) **Transformers** for Electricity Corporation of Nigeria. March 17. E.S.B. 8075/67.

PAKISTAN

Directorate of Supply:

(36/67) **Air Conditioning and Refrigeration Equipment and Tools.** April 3. E.S.B. 8007/67.*

(37/67) **Wiring Equipment.** Repeat of Tender. Closing date now March 30. E.S.B. 5666/66.*

(37/66) **Demonstration Vehicles.** April 17. E.S.B. 8034/67.*

(37/67) **Microscopes.** March 27. E.S.B. 8035/67.*

(40/67) **Hospital Equipment.** March 15. E.S.B. 8544/67.*

(40/67) **Artesian Pumps.** March 15. E.S.B. 8543/67.*

(40/67) **Printing Equipment.** March 15. E.S.B. 8545/67.*

(39/67) **Workshop Machinery** for Government of West Pakistan. March 27. E.S.B. 8512/67.

(37/67) **Steel Sheets** for Pakistan Eastern Railway. April 3. E.S.B. 7566/67.

(40/67) **Locomotive Parts** for Pakistan Western Railway. March 18. E.S.B. 8509/67.

SINGAPORE REPUBLIC

Central Supplies Office:

(39/67) **Laboratory Apparatus.** March 29. E.S.B. 8374/67.*

(40/67) **Workshop Tools and Equipment.** March 29. E.S.B. 8375/67* and 8376/67.

SOUTH AFRICA

Cape Provincial Tender Board:

(40/67) **Electrical Sundries.** March 21. E.S.B. 8521/67.*

(40/67) **Wooden Rulers.** March 21. E.S.B. 8523/67.*

City of Durban:

(40/67) **Fire Engine.** March 31. E.S.B. 8548/67.*

(40/67) **Fire Fighting and Rescue Unit.** March 31. E.S.B. 8549/67.*

State Tender Board:

(39/67) **Radio Communication Equipment.** May 26. E.S.B. 8369/67.*

(39/67) **Compressors.** March 22. E.S.B. 8370/67.*

(39/67) **Aluminium Wire Rope.** April 4. E.S.B. 8371/67.*

(39/67) **Wire Rope.** March 28. E.S.B. 8372/67.*

(39/67) **Power Factor Correction Equipment.** March 23. E.S.B. 8373/67.*

SPAIN

(38/67) **River and Water Works** for Ministerio de Obras Publicas. March 15. E.S.B. 8096/67.

SUDAN

Sudan Railways:

(38/67) **Ventilating Fans.** (Further Information.) E.S.B. 7577/67.*

(41/67) **Timber.** April 4. E.S.B. 8605/67.*

SYRIAN ARAB REPUBLIC

(39/67) **Sisal Fibres** for Ministry of Agriculture. Closing date not stated. E.S.B. 8503/67.

(39/67) **Oil, Insecticides** for Monopole des Tabacs et Tombacs. March 17. Tender documents (in French) available. E.S.B. 8391/67.*

(39/67) **Overhead Line Materials** for Organisme Public Electricite de Syrie. April 2. E.S.B. 8502/67.

(39/67) **Construction of Factory** for Public Organization for Industrial Projects. (Further Information.) Tender documents now available. E.S.B. 6870/67.*

(39/67) **Tyres and Tubes** for State Import and Export Co. (Simex). March 31. Tender documents (conditions in French, requirements in English) available. E.S.B. 8389/67.*

THAILAND

(38/67) **Tyres and Tubes** for Royal Irrigation Department. March 21. E.S.B. 8033/67.*

State Railway of Thailand:

(40/67) **Crystalline Electrolyte.** March 22. E.S.B. 8526/67.

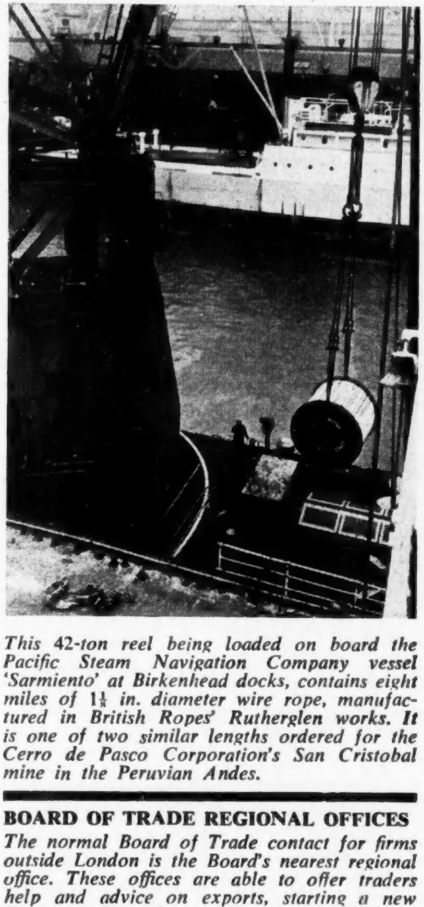
(40/67) **Pig Iron.** March 20. E.S.B. 8527/67.

TURKEY

(41/67) **NATO: Supply of Alternators** for the Turkish Authorities. Apply before March 31. G.D. 526/67.

UNITED ARAB REPUBLIC (EGYPT)

(37/67) **Mechanical Equipment, Electrical Equipment** for Great-Cairo Water Co. May 8. E.S.B. 8071/67.



This 42-ton reel being loaded on board the Pacific Steam Navigation Company vessel 'Sarmiento' at Birkenhead docks, contains eight miles of $1\frac{1}{8}$ in. diameter wire rope, manufactured in British Ropes' Rutherglen works. It is one of two similar lengths ordered for the Cerro de Pasco Corporation's San Cristobal mine in the Peruvian Andes.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 591 of this issue).

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

(40/67) EFTA documentation. C.R.E. 16733/G.

Austria

(38/67) Agency inquiry for foodstuffs. E.S.B. 8132/67.

(41/67) Agency inquiry for chemicals; paper manufacturing products. E.S.B. 9003/67.

(41/67) Agency inquiry for suitings and coat material. E.S.B. 9004/67.

(37/67) Inquiry for clothing. E.S.B. 7862/67.

Bahamas

(40/67) Inquiry for plastic sheeting. E.S.B. 7951/67.

Belgium

(40/67) Inquiry for clothing. E.S.B. 7853/67.

Bolivia

(41/67) Agency inquiry for mining machinery and equipment. E.S.B. 8933/67.

(40/67) Inquiry for piping. E.S.B. 6183/67.

Canada

(40/67) Agency inquiry for aerial rotator; electronic components. E.S.B. 8484/67.

(40/67) Agency inquiry for rolling mill equipment. E.S.B. 8883/67.

(36/67) Manufacture under licence – air conditioning and temperature control equipment; blast freezing equipment; refrigeration equipment. E.S.B. 7134/67.

(37/67) Inquiry for domestic housewares; kitchen and bathroom accessories; towels. E.S.B. 7901/67.

(38/67) Inquiry for confectionery; foodstuffs. E.S.B. 8134/67.

(39/67) Inquiry for belting. E.S.B. 6953/67.

(40/67) Inquiry for pile fabrics. E.S.B. 8909/67.

(40/67) Inquiry for refractory products. E.S.B. 8911/67.

(40/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67) Montreal. E.S.B. 848/67.

Ceylon

(38/67) Inquiry for animal husbandry equipment. E.S.B. 6462/67.

Denmark

(38/67) Agency inquiry for marine equipment; pumps. E.S.B. 8122/67.

(40/67) Agency inquiry for containers. E.S.B. 8942/67.

(41/67) Agency inquiry for pvc material; textile fabrics. E.S.B. 8945/67.

Finland

(36/67) Agency inquiry for scarves. E.S.B. 7816/67.

(37/67) Agency inquiry for clothing materials and fabrics. E.S.B. 7913/67.

(37/67) Agency inquiry for dies; furnaces; machinery for making road signs. E.S.B. 7823/67.

(37/67) Agency inquiry for furnaces. E.S.B. 7823/67.

(38/67) Agency inquiry for outerwear fabrics; shirtings. E.S.B. 7911/67.

(40/67) Agency inquiry for harness furniture. E.S.B. 8880/67.

France

(36/67) Agency inquiry for fork lifts; loader attachments. E.S.B. 48175/66.

(36/67) Agency inquiry for hand tools; kitchen utensils and gadgets. E.S.B. 7500/67.

(37/67) Agency inquiry for clothing. E.S.B. 8109/67.

(38/67) Agency inquiry for cosmetics and cosmetology products. E.S.B. 7713/67.

(39/67) Agency inquiry for florists' sundries; furnishing hardware. E.S.B. 2973/67.

(39/67) Agency inquiry for office equipment. E.S.B. 8711/67.

(40/67) Agency inquiry for clothing. E.S.B. 8754/67.

(40/67) Agency inquiry for hospital equipment. E.S.B. 8755/67.

(41/67) Agency inquiry for die-casting equipment; drop-forging equipment; glass industry equipment. E.S.B. 8924/67.

(41/67) Agency inquiry for electronic controls and devices; steel tool bits and accessories. E.S.B. 7702/67.

(38/67) Inquiry for electric saws. E.S.B. 7200/67.

(39/67) Inquiry for bolts. E.S.B. 7466/67.

(39/67) Inquiry for whisky. E.S.B. 8156/67.

Germany, Federal Republic of

(37/67) Agency inquiry for beverages; confectionery; foodstuffs. E.S.B. 7921/67.

(38/67) Agency inquiry for jersey materials; synthetic materials; worsted suitings. E.S.B. 7649/67.

(38/67) Agency inquiry for metals. E.S.B. 8256/67.

(41/67) Agency inquiry for textile piece-goods. E.S.B. 8890/67.

(38/67) Inquiry for bearings; rollers; tubes. E.S.B. 7800/67.

(40/67) Inquiry for women's outerwear. E.S.B. 8941/67.

(41/67) Inquiry for containers; cranes; fire fighting equipment; fork lift trucks; insulating materials; laboratory equipment; pipes and tubes; pulp making machines; tiles; pumps. E.S.B. 5531/67.

Greece

(38/67) Agency inquiry for vehicle accessories. E.S.B. 8239/67.

Iran

(39/67) Agency inquiry for synthetic fibres and yarns. E.S.B. 8483/67.

(40/67) Agency inquiry for domestic electrical products; hotel and restaurant equipment. E.S.B. 8736/67.

(38/67) Inquiry in respect of clothing factory; department store goods. E.S.B. 21811/66.

(38/67) Iran Dentists' Association Congress and Exhibition. E.S.B. 4462/67.

Iraq

(37/67) Agency inquiry for agricultural tractors; domestic appliances; engines. E.S.B. 7916/67.

(39/67) Agency inquiry for yarn. E.S.B. 8465/67.

(40/67) Agency inquiry for building materials; electrical equipment; paint; transformers. E.S.B. 8722/67.

(40/67) Hotel accommodation. C.R.E. 1146/G.

Israel

(38/67) Agency inquiry for aluminium freight containers; hydraulic equipment components. E.S.B. 39834/66.

(39/67) Agency inquiry for electronic components; steel sheets and bars. E.S.B. 8469/67.

(39/67) Agency inquiry for freight containers; vending machines. E.S.B. 8482/67.

(40/67) Agency inquiry for bearings. E.S.B. 8456/67.

(40/67) Agency inquiry for fishing tackle. E.S.B. 15254/66.

(40/67) Agency inquiry for metal polishing felts and mops. E.S.B. 8874/67.

(40/67) Agency inquiry for steel sheets. E.S.B. 8356/67.

(39/67) Inquiry for chemicals. E.S.B. 8707/67.

Italy

(37/67) Agency inquiry for skins. E.S.B. 5473/67.

(38/67) Agency inquiry for circuits; valves. E.S.B. 8219/67.

(38/67) Agency inquiry for machine tools. E.S.B. 8404/67.

(39/67) Agency inquiry for rubber industry machinery and raw materials. E.S.B. 8199/67.

(40/67) Agency inquiry for clothing; knitwear. E.S.B. 8902/67.

(37/67) Market report on machine tools. E.S.B. 44467/66.

(40/67) Inquiry for thermoplastic scrap. E.S.B. 8887/67.

(41/67) Inquiry for pianos. E.S.B. 8929/67.

Jamaica

(39/67) Inquiry for pipe distribution system for alumina plant; electrical distribution for alumina plant. E.S.B. 22466/66.

Japan

(36/67) Inquiry for boilers. E.S.B. 6179/67.

Jordan

(38/67) Agency inquiry for hospital equipment. E.S.B. 7886/67.

(40/67) Agency inquiry for cosmetics; toiletries and accessories. E.S.B. 8702/67.

(36/67) Inquiry for building materials; cables; hardware and furniture fittings; sanitary equipment; vehicle spare parts. E.S.B. 7482/67.

(36/67) Inquiry for gramophone record manufacturing plant. E.S.B. 7458/67.

Kenya

(37/67) Agency inquiry for laboratory equipment E.S.B. 7880/67.

(38/67) Agency inquiry for beach goods; swimwear. E.S.B. 7008/67.

(40/67) Agency inquiry for diesel engines. E.S.B. 5198/67.

Malta

(36/67) Agency inquiry for handkerchiefs; textile fabrics. E.S.B. 1634/67.

Mexico

(40/67) Agency inquiry for piping. E.S.B. 6498/67.

New Zealand

(37/67) Inquiry for ground walnut shell. E.S.B. 7788/67.

(40/67) Inquiry for rivets. E.S.B. 7752/67.

Pakistan

(40/67) Inquiry for textile mill plant and equipment. E.S.B. 8290/67.

Paraguay

(38/67) Inquiry for knives. E.S.B. 8183/67.

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†For further details on the 'Export Services Bulletin' see page 602.

Robert Hough

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Mr. Don Allen (second from left), the acting Chargé d'Affaires in the Colon Free Zone of Panama, and Mr. Blennerhasset (second from right), British Consul in Colon, being shown by Mr. John Ray (right) and Mr. George Dawson, some of the merchandise in a warehouse operated in the Colon Free Zone by British Pan-Americas Ltd. for the export of British goods to Panama and other Central American countries.

One of Lisbon Electric Tramways' 40 new Daimler Fleetlines seen in service in Lisbon. The Portuguese-constructed bodywork has 78 seats, incorporates extensive use of glass fibre, and features extra-strong roof panels fitted with 'tree guards' to cope with the hazard of low-hanging branches on Lisbon's many avenues.

Portugal

(40/67) Agency inquiry for ceramics; crystalware; fancy goods; giftware; household goods; metalware: E.S.B. 2962/67.

(40/67) Agency inquiry for fishing gear. E.S.B. 8860/67.

Rumania

(39/67) Inquiry for footwear materials. E.S.B. 7899/67.

Saudi Arabia

(38/67) Agency inquiry for clothing; furniture; textiles. E.S.B. 7819/67.

South Africa

(39/67) Inquiry for metal production equipment; steel mill equipment. E.S.B. 8177/67.

(40/67) Manufacture under licence – electronic musical instruments; record players. E.S.B. 6568/67.

(41/67) Manufacture under licence – chemical raw materials; oils and fats. E.S.B. 8744/67.

Sudan

(38/67) Inquiry for chemical production machinery. E.S.B. 7802/67.

Sweden

(38/67) Agency inquiry for confectionery. E.S.B. 7809/67.

(38/67) Agency inquiry for magnet rods; pH apparatus. E.S.B. 7996/67.

Switzerland

(37/67) Agency inquiry for knitwear. E.S.B. 7920/67

(39/67) Agency inquiry for chemical industry raw materials; soap industry raw materials. E.S.B. 7937/67.

(40/67) Agency inquiry for autoclaves; chemical plant and machinery; dust removing machinery; incinerators; paper processing machinery; packaging machinery; plastic industry machinery; presses; transport equipment. E.S.B. 8753/67.

(40/67) Agency inquiry for chemicals; foundry products; steel products. E.S.B. 8943/67.

(40/67) Agency inquiry for steel bars. E.S.B. 8778/67.

(41/67) Agency inquiry for yarns. E.S.B. 8835/67.

(36/67) Inquiry for machine tools. E.S.B. 7368/67.

(38/67) Inquiry for paper. E.S.B. 8154/67.

Thailand

(39/67) Inquiry for bottling machines; bottle washing machine. E.S.B. 7845/67.

Trinidad/Tobago

(38/67) Inquiry for margarine raw materials; soap raw materials. E.S.B. 7780/67.

United States of America

(38/67) Agency inquiry for chinaware; glassware; giftware. E.S.B. 7767/67.

(37/67) Inquiry for animal traps. E.S.B. 7765/67.

(37/67) Inquiry for bar accessories; ceramics and glassware; decorations; giftware; leather goods; toys. E.S.B. 7782/67.

(37/67) Inquiry for chamois leather. E.S.B. 7766/67.

(37/67) Inquiry for confectionery. E.S.B. 7912/67.

(38/67) Inquiry for brass rods; condenser tubes; forgings. E.S.B. 591/67.

(38/67) Inquiry for chinaware; cutlery; decorative items; giftware; glassware leather goods. E.S.B. 7991/67.

(38/67) Inquiry for testing equipment; X-ray equipment. E.S.B. 7915/67.

(38/67) Inquiry for weaving loom accessories. E.S.B. 7614/67.

(39/67) Inquiry for electric motors, laboratory equipment, scientific equipment. E.S.B. 8492/67.

(40/67) Inquiry for castings; forgings. E.S.B. 7671/67.

(40/67) Inquiry for shoe laces; wallets. E.S.B. 8784/67.

(40/67) Inquiry for steel bars. E.S.B. 8886/67.

(40/67) Manufacture under licence – aircraft communication and navigation products. E.S.B. 3196/67.

(41/67) Inquiry for knitwear. E.S.B. 8914/67.

(41/67) Inquiry for plastic products. E.S.B. 8979/67.

(41/67) Inquiry for silk dressing sponges. E.S.B. 8839/67.

USSR

(40/67) International Clothing and Machinery Exhibition "ODEZHDA". G.D. 9492/G.

Various

(38/67) Visits by British Overseas Commercial Representatives, during March, April and May 1967. E.S.B. 6865/66.

Yugoslavia

(38/67) Agency inquiry for asbestos processing machinery; chemicals; dust extraction plant; mining equipment; steel products; textile machinery; woodworking machinery. E.S.B. 8131/67.

(38/67) Agency inquiry for chemicals; packaging paper. E.S.B. 7779/67.

(38/67) Agency inquiry for motor cars. E.S.B. 6949/67.

(39/67) Agency inquiry for accounting machines; agricultural machinery; food packaging machinery; grinding tools; metal working machinery; optical apparatus; plastic extrusion machinery; steel products. E.S.B. 7770/67.

Zambia

(40/67) Report on the market for construction equipment. E.S.B. 5529/67.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.* Monthly **4s.** (by post **4s. 6d.**). Annual subscription **£2 14s.** including postage.

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THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

BUSINESS EQUIPMENT INDUSTRY'S RECORD EXPORTS

Business equipment exports of £89,326,000 in 1966 – 57 per cent up on those for 1965 and the hightest in the industry's history – were announced by Mr. Clement Shread, president of the Business Equipment Trade Association, at a council meeting of the association on February 14. A letter to Mr. Shread from Mr. Douglas Jay, President of the Board of Trade, was read at the meeting. It said:

'I note with great satisfaction that the Business Equipment Trade Association is announcing that the industry achieved an all-time export record last year. While performance varies over such a diverse industry, I would like to congratulate the business equipment firms on the vigorous efforts which led to this great success. It is a remarkable achievement that your exports have risen from £43 million in 1962 to £89 million in 1966, and that the last year alone showed an increase of 57 per cent.

'When I opened the Business Efficiency Exhibition at Olympia in October 1965, I urged the office equipment industry to take collective action in exporting. I am very pleased that the Business Equipment Trade Association took me at my word so quickly by organizing, with the co-operation of the Board of Trade, the British pavilion at the international business equipment show, Moscow, last September. This year I note that BETA, for the first time, is sponsoring under the joint venture scheme, British stands for its members at the Lyons International Fair and at the Hanover Fair.

'Participation in these and similar events can do much to help the business equipment industry maintain its impressive export performance in the coming months. I wish you the greatest success in these ventures and with the two Business Efficiency Exhibitions you are holding in Britain this year.'

Of the total £89.3 million exported last year £77.9 million comprised office machines and the remaining £11.3 million non-machine items such as desks, seats, safes and filling cabinets. Markets for office machines were as follows. 1965 figures being given in brackets: Commonwealth – £13.063,000 (£12,278,000); *EFTA* – £5,631,000 (£2,651,000); EEC – £32,465,000 (£11,712,000); *other foreign countries* – £25,910,000 (£18,033,000).

Pakistan fertilizer complex contract

The Fluor Corporation Ltd. of Los Angeles and Fluor Middle-East Inc. have been awarded major contracts by Esso Pakistan Fertilizer Co. Ltd. for the detailed engineering, procurement and construction of a fertilizer complex near Daharki, West Pakistan. The project involves a 325 tons-per-day ammonia plant, a 568 tons-per-day urea plant, and off-site facilities. Process design is by Esso Research and Engineering Company and the Toyo Koatsu urea process will be utilized. Fluor will also be responsible for engineering and constructing bagging, storage and shipping facilities. Engineering for the project has already begun in Fluor's Los Angeles offices. Construction is scheduled to begin in the spring of 1967, with completion for mid-1968.

Termite contract with Philippines

Rentokil's subsidiary company in the Philippines recently obtained an $18,850 contract to treat the Republic Cement Corporation's Plant and estate in Bulacan against subterranean termites. The Norzagaray factory and 65 buildings were involved, including a staff canteen, bowling alley, guest house, eight executives' houses and various types of bungalow for employees. Rentokil also has a contract to termite-proof all units constructed on the site as the Corporation's work expands.

Rotary Hoes Group wins Maltese order

Howard Rotavator Co. Ltd., one of the Rotary Hoes Group, have announced an order from the Maltese Government for 75 Howard Rotavator Gems. There are already approximately 1,300 of these hand-controlled rotary cultivating machines at work on the island; the company states that this type of machine is extremely suitable for the very hard and stony soil there.

Sudan order for rail fasteners

A contract worth nearly £700,000 has just been received by Exors. of James Mills Ltd. (a member of the Guest, Keen and Nettlefold Group) from the Sudan Government. The order covers the supply of Mills' rail clips and baseplates for the final part of the railway line between Port Sudan and Khartoum, which is being completely rebuilt with new heavy rails and modern track fastenings. The absence of all-weather roads and the cataracts which prevent through navigation up the river Nile mean that the railway is virtually a lifeline of the country, and its rebuilding is expected to have an important effect on future development.

Pulverizers for Belgium

Two double rotor pulverizers capable of reducing the particle size of 'sticky' materials which tend to set hard when under friction have been ordered from milling and pulverizing engineers Christy & Norris Ltd., for a fertilizer plant extension in Belgium. The extension is for Société Carbochimique, a large Continental fertilizer and chemical company, and the new pulverizers – total value £4,000 – will work in conjunction with two identical machines supplied by Christy & Norris four years ago.

The pulverizers work on a double contra rotating drum principle, one high speed drum (1,500 r.p.m.) being fitted with flails of suitable type to break up material, while the other is a low speed (50 r.p.m.) smooth drum. This principle ensures that materials which become 'sticky' if heat is generated during processing do not set hard or block the machine. The pulverizers can handle materials even at a temperature of 100°C, to produce a granule size of 2 m.m. The finished product goes to a screening process at a rate of 25 to 30 tons an hour from each machine.

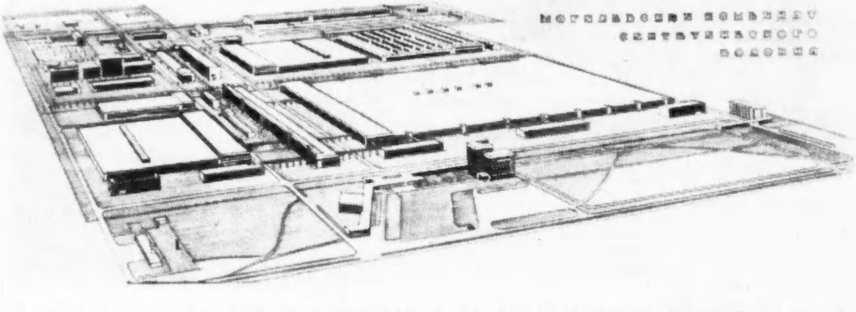
£4 MILLION BOOK EXPORT ORDERS ANNOUNCED

Export orders worth £1 million for encyclopaedias and future firm orders for other books worth £3 million were announced by Mr. Robert Maxwell, MP, publisher of Chambers's Encyclopaedia and chairman of Pergamon Press Ltd., in London on February 23. The orders were achieved during an intensive seven-week 70,000-mile trip around the world in which he co-operated with the Board of Trade, the Central Office of Information, the Export Credit Guarantees Department and visited India, the Far East and Australia, Mexico, the United States and Canada.

Mr. Maxwell read out the text of a message from Mr. Douglas Jay, President of the Board of Trade.

'I was very glad indeed to hear of the success which you have had in the round-the-world tour which you have just completed. I understand that on it you have obtained orders for one million pounds of exports of British books and even larger export orders should follow. This is I think, a good example of how personal visits to overseas markets can and do produce new business. I was particularly glad to know that you had worked hand-in-glove with our commercial officer abroad and made full use of our export services.'

Mr. Maxwell said: 'I would not have obtained orders for Chambers's Encyclopaedia without the Board of Trade, the Central Office of Information and the Foreign Office.' He ascribed the success of his journey not only to the quality of his products but also to close planning with those departments and said advance planning with them was needed.



Delivery of plant and machinery for the 300-acre textile factory for the USSR, designed and equipped by Polyspinners Ltd., the British consortium responsible for this £30-million project, began at the end of February. Polyspinners Ltd. is a consortium of ICI who are providing technical 'know-how'; constructors John Brown, responsible for the design, procurement and supervision of erection of all chemical plant; and Stone-Platt Industries, who have planned and will supply all the textile machinery through their Bolton subsidiary, Dobson & Barlow Machinery Sales Ltd.

The total area covered by the factory is almost the size of Hyde Park. The large single-storey building on the right of the Russian artist's impression of the factory will house the spinning and textile machinery and is equal in area to 20 football pitches. Later this year more than 200 British technicians and engineers will be engaged in installing and commissioning the plant.

The factory, which is planned to produce 50,000 tons of polyester fibres and yarns per annum, is located at Mogilev, some 120 miles south-west of Moscow. When in full three-shift production, it will employ more than 7,000 people.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further transactions of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
106/66	Laying down standard amounts for husked rice and brokens for the 1966/1967 season	5d. (8d.)
108/66	Amending Regulation No. 192/64 on methods of procedure for intervention on the butter market	5d. (8d.)
110/66	Authorizing the Italian Republic to suspend customs duties and levies applicable to imports of live animals of the bovine species, of domestic species, other, of a maximum weight of 300 kg per head (CCT No. ex 01.02 A II)	5d. (8d.)
121/66	Laying down the list of places in respect of which an accommodation allowance may be granted, the maximum amount of such allowance and the means whereby it is granted	8d. (11d.)

Temporary suspension of import duties in the Common Tariff

THE *Board of Trade Journal* dated February 17, 1967, contains on page 468 a notice about Decision No. 66/742 of December 22, 1966, suspending the Common Tariff for certain items for the period January 1, 1967, to December 31, 1967. An amendment to the list of goods concerned appeared in the *Board of Trade Journal* dated February 24, 1967 (page 541). The list of goods should be further amended as follows:

Common Customs Tariff No.	Description of Goods	Rate of Duty
Ex 29.14A II(c)5	17α : 21-Dihydroxy-16 α-methylpregna-1 : 4 : 9(II)-triene-3 : 20-dione 21-acetate	9%

SPAIN

Duties within contingency limits

IN THE *State Gazette* of February 16, the Spanish authorities announced the establishment of a quota of 30,000 tons for the importation of Tinplate (Tariff heading 73.13 B 3 b) at a reduced rate of duty. This reduction of import duty from 17 per cent to 6 per cent will last until May 19.

Duty free quota for coking coal

IN THE *State Gazette* of January 5, 1965, the Spanish authorities announced the establishment of an annual duty-free import quota for coking coal for steel works. The quota will be fixed annually by the Minister of Commerce and will be subject to revision after the first six months of each year.

The quota for 1967 has been fixed at 1,100,000 tons and licences will be issued by the Ministry of Commerce. The only duty to be paid on such imports will be the 7 per cent Tax Compensation Levy.

Customs tariff

IN THE *State Gazette* of February 17 the Spanish authorities announced that imports of carbon, including carbon black, anthracene black, acetylene black and lamp black (Tariff heading 28.03) will be subject to a specified minimum duty of 200 pesetas per 100 kg.

Global quotas for 1967

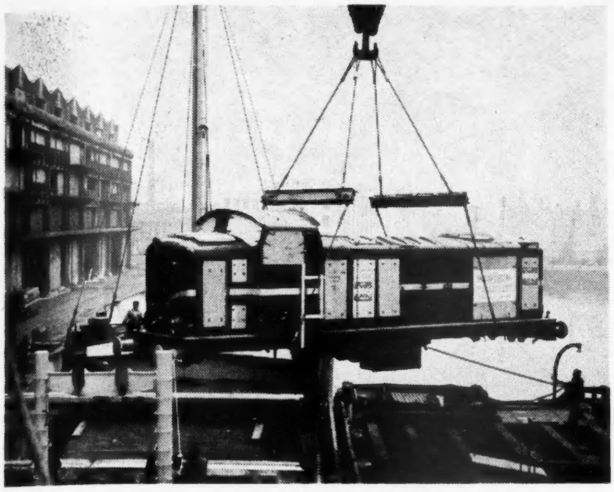
THT LIST of Spanish global quotas for 1967 was published in the *Board of Trade Journal* of February 17, page 470. The Spanish authorities have now announced the following amendments to that list:

Quota No.	Goods	Method of calling
14	Varnishes, inks, pigments and similar preparations	Six-monthly
15	Perfumery, toilet and cosmetic preparations	Six-monthly
23	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	Six-monthly

Opening of global quotas

THE SPANISH list of global quotas for 1967 was published in the *Board of Trade Journal* of February 17, page 470. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Value of licences for which applications invited	Applications to be presented between
		(pesetas)	
1	Hops	34,848,000	Feb. 18 and March 31
3	Fruit preserves	26,400,000	Feb. 18 and March 31
4	Preserves for children	7,920,000	Feb. 18 and March 31
5	Miscellaneous food products	5,049,000	Feb. 18 and March 31
6	Soups and soup preparations	11,880,000	Feb. 18 and March 31
7	Beer	13,200,000	Feb. 18 and Nov. 30
8	Fish meal	174,000,000	Feb. 18 and Nov. 30
48	Marine engines and parts	20,075,000	March 15 and April 15
49	Other motors and parts	79,750,000	March 15 and April 15
50	Motor pumps and motor compressors	18,150,000	March 15 and April 15
51	Refrigerators up to 250 litres	62,500,000 (12,500 units)	March 15 and April 15
52	Dumpers	90,750,000	March 1 and March 31
53	Television and radio receivers	13,750,000	March 15 and April 15
54	Radio transmitters and transmitter-receivers	30,250,000	March 15 and April 15
60	Phonographs, dictaphones and other apparatus for sound recording and reproduction	9,400,000	March 15 and April 15



Deliveries have begun of an export order for 1,350 h.p. diesel-electric locomotives being built by the English Electric Company Limited, at Vulcan Works, Newton-le-Willows, for Portuguese Railways; one of ten complete locomotives is seen above being loaded at Manchester Docks. Under a £3½ million contract – the largest ever placed by Portuguese Railways for diesel motive power – English Electric is supplying diesel engines and equipment for a further 40 locomotives to be erected in Lisbon by the Portuguese manufacturer Sorefame. The diesel engine is the English Electric V-8 turbo-charged and intercooled type 8SCVT. Over 5,000 of this range have now been completed, and the 2,000th 'V' engine will power a locomotive for Queensland Government Railways.

PORTUGAL

Amendment to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 33, of February 8, 1967, published Decree Law No. 47,527, which amends the Note to heading BN84.06 in the Customs Tariff as follows:

84.06 Internal combustion piston engines: parts and accessories:

> **Note:** Engine parts falling within this tariff number shall be exempt from the payment of import duties when imported by Portuguese manufacturers for use exclusively in the manufacture of engines fulfilling the conditions necessary to their being considered as Portuguese manufactures under the terms of Decree No. 37,683, of December 24, 1949.
>
> This exemption shall only be granted if, in the opinion of the General Inspectorate of Agricultural and Industrial Products, such parts cannot be produced economically in Portugal.
>
> The use of the parts for another purpose than that stipulated above shall be considered as an attempt to evade the payment of the duties which would have been applicable thereto had they not been exempted from payment of duty.
>
> The manufacturers concerned shall record the quantities imported and the number of engines built in a special register, and shall supply the Customs with all details necessary to the verification of use and the control of stocks.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 and 462).

ITALY

Temporary duty reductions and suspensions

IN PRESIDENTIAL DECREE No. 1237 of December 24, 1966, the Italian Government gives effect to certain tariff decisions taken by the European Economic Commission and makes certain changes in rates of duty and import quotas.

The list published in the *Board of Trade Journal* of February 17, page 468, has been implemented by Italy.

There are certain other changes affecting the Italian customs tariff. These are shown below. They affect only non-EEC countries.

Duty reductions and suspensions for iron and steel

Tariff Heading	Description	Quota in tons	Rate of duty	Validity of quota
ex 73 01 B II	Haematite pig and cast iron with a manganese content of 1·5% or less (other than that made with charcoal)	—	5% with a minimum rate of 5 U.A. per 1,000 kgs.	31.12.68
73 01 C II	Phosphoric iron with a minimum silicon content of 1%	—	5%	31.12.68
ex 73 01 B II	Special pig and cast iron with a maximum manganese content of 0·03%	15,000	5%	31.12.67
ex C II		7,500	5%	30. 6.67
73 01 D I	Pig and cast iron containing from 0·3% to 1% of titanium and 0·5% to 1% of vanadium	—	1%	30. 6.67
ex 73 13 A I ex 73 15 B VI	Sheets and plates known as 'electric' with a loss in watts per kg. not exceeding 0·40	1,000	6%	31.12.67
ex 73 15 A IV	High carbon steel simply hot-rolled, between 4·5 and 6 mm. in diameter and of a carbon content between 0·62% and 0·74%, for use in the manufacture of tyres	1,700	Duty suspended	30. 6.67
73 16 A II b	Used rails	—	6%	30. 6.67

The following reduced rates of Customs duty apply until the date shown alongside. (In most cases they merely prolong the duration of reductions already in force.)

Tariff Heading	Description	Rate of duty	Validity of quota
08.04 B I a	Currants:		
	In containers not exceeding 15 kgs. .	4	30.11.67
	Others	10·7	
B II a	Other dried grapes:		
	In containers not exceeding 15 kgs. .	5	30.11.67
	Others	11·5	
08 12 A	Dried apricots	7·8	30.11.67
09 02 A I	Tea:		
	In containers of 3 kgs. or less . .	5·0	
	Others	Duty suspended	31.12.67
09 03	Maté	Duty suspended	
16 04 A I	Caviar	24	30.11.67
20 06 B II A	Grapefruit segments: not containing spirit, containing added sugar, in immediate containers of a net capacity of:		
a	More than 1 kg.	18·20	30. 6.67
b	1 kg. or less	20·00	
B III	Otherwise prepared or preserved . .	18·20	
29 35 S II f 2	2-ethoxy-1:-dihydro-2:2:4-trimethyl-quinoline	12·80	30. 6.67
44 03 A 44 04 A 45 05 A	Tropical wood of the species listed in the Additional Note to Chapter 44 . .	Duty suspended	31.12.67
58 01 A	Carpets of wool or fine animal hair, knotted	32 with a maximum of 4·5 U.A. per sq. metre	30.11.67

The Italian text of the Decree can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450).

Liberalization of imports of oils and fats

THE ITALIAN GOVERNMENT having brought into force on November 9 the EEC Regulation setting up the common organization in oils and fats, the following items have been liberalized when imported from all countries except those of the Sino-Soviet bloc.

Tariff heading	Description
15-17	Residues resulting from the treatment of fatty substances or animals or vegetable waxes:
A 1	Oil foots and dregs.
ex A II	Soap stocks, except those resulting from the processing of olive oil temporarily imported for refining.
B 1	Decolourizing earths containing fats and waxes.

Previous notices on this subject appeared in the *Board of Trade Journal* of December 2, page 1406, and December 16, page 1542.

YUGOSLAVIA

Import liberalization

THE YUGOSLAV LAW on Foreign Exchange Transactions of July 14, 1966, which was the subject of a notice published in the *Board of Trade Journal* of October 21, 1966, page 1030, duly came into force on January 1, 1967.

Under its provisions, imports into Yugoslavia will fall into one of the following six categories:

LB	Free imports;
LBO	Conditionally free imports (only imported freely from countries having bilateral clearing arrangements with Yugoslavia);
GDK	Imports within the framework of the global foreign exchange quota;
DK	Imports within the framework of the foreign exchange quota;
RK	Imports within the framework of the commodity quota;
D	Imports subject to licensing.

A summary of these categories is given below:

Free Import (LB)

There are no restrictions on imports of commodities in this category. Enterprises may obtain from authorized banks foreign currency in exchange for dinars; alternatively they may use the foreign exchange which they keep in their accounts with authorized banks for such imports.

Conditionally Free Import (LBO)

In 1967 the total foreign exchange for the import of raw materials and semi-manufactures in this category from those countries with which Yugoslavia has bilateral trading arrangements will broadly be no less (and could be more) than that allocated to enterprises for such payments in 1966. The types of foreign currency to be made available will be determined by the National Bank. The allocation between enterprises of this foreign exchange and its rate of issue will be worked out by the enterprises themselves under the aegis of the Federal Economic Chamber, and submitted to the Federal Secretariat for Foreign Trade and the National Bank. Enterprises will arrange to purchase from authorized banks and to use within specified time limits the agreed amounts of foreign exchange for these imports. Thereafter enterprises may obtain foreign exchange from authorized banks for imports of these commodities from convertible currency areas.

The Federal Government will allocate a minimum amount of foreign exchange for the import in 1967 of those consumer goods within this category. The allocation between enterprises will similarly be worked out by the enterprises themselves.

Import Under a Global Foreign Exchange Quota (GDK)

The total and kinds of foreign exchange for imports in 1967 of those raw materials and semi-manufactures in this category will be that allocated to enterprises for such payments in 1966. The allocation between enterprises of this foreign exchange and its rate of issue will be worked out by the enterprises themselves under the aegis of the Federal Economic Chamber and submitted for approval to the Federal Secretariat for Foreign Trade. Priority will be given to those enterprises which earn convertible currencies by their exports. There is provision for the Federal Government to increase the global foreign exchange quota if it wishes. Enterprises will pay for imports of goods in this category through authorized banks. Foreign exchange not used in 1967 may be used in 1968.

Certain industrial groups, comprising the metal industry, shipbuilding, electrical industry, textile industry (excluding producers of hemp and flax fibres, yarn and fabrics of such fibres), and fish processing and canning, will be allocated foreign exchange for their imports of raw materials and semi-manufactures in this category in a fixed ratio to their export earnings. These enterprises will submit proposals on this basis to the Federal Secretariat for Foreign Trade for the allocation of foreign exchange. Upon approval, enterprises in these groups will conclude with an authorized bank a contract for payments for imports on a fixed ratio to export earnings.

Professor S. Kielan, Government Commissioner for computers in Poland, at the London offices and research works of English Electric-Leo-Marconi. Together with the small delegation he is leading he saw the first System 4-50 computer installations operating at Acton on software trials prior to first deliveries of the new range in the spring. The picture shows Professor Kielan (left) examining two printed circuit boards on which the microcircuit elements used in the System 4 range are mounted. Holding them is Dr. J. M. M. Pinkerton, EELM's research manager, and in the centre is Mr. J. Lutoslawski, Polish Commercial Attaché in London.

Import Under a Special Foreign Exchange Quota (DK) and Under a Special Commodity Quota (RK)

In 1967 goods in this category may be imported up to the value or quantity determined by the Federal Government. Enterprises, through the Federal Economic Chamber, will submit proposals to the Federal Secretariat for Foreign Trade, which with the agreement of the National Bank will allocate amounts and types of foreign exchange for imports in this category and in some cases will designate the country from which import is to be effected. The necessity to produce goods intended for export will be taken into consideration.

Import and Export Under Licence (D)

For commodities in this category licences must be obtained from the Federal Secretariat for Foreign Trade. The Secretariat for National Defence will issue licences for imports of armaments. A licence for import of goods in this category does not give a right to the purchase of foreign exchange for such imports. Enterprises must obtain foreign exchange in compliance with the Law on Foreign Exchange Transactions.

A translation of the list of goods, classified into their respective import (and export) categories, may be seen at Export Services Branch, Tariff Section, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 449).

SYRIA

Restriction of some imports

THE BRITISH EMBASSY in Damascus have reported that the recently imposed ban on the import of spirits into Syria covers only the import of arrack.

Earlier notification on this subject appeared in the *Board of Trade Journal* on January 27, 1967, page 226.

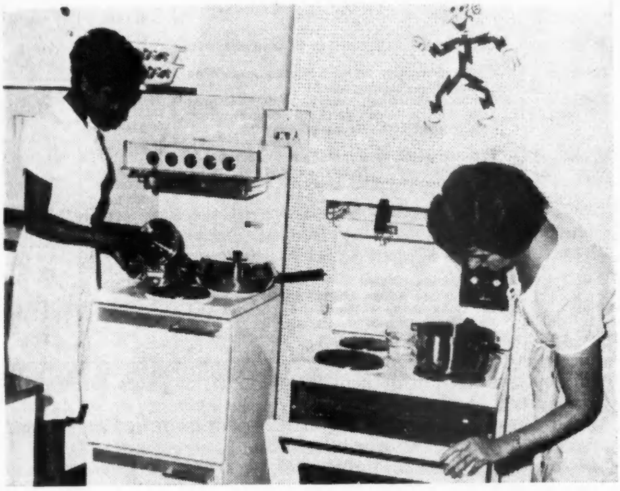
KENYA

Import licensing regulations

LEGAL NOTICE No. 15 published in the Kenya *Official Gazette* dated January 17, announces with effect from January 9 the Imports, Exports and Essential Supplies (Imports (Amendment) Order, 1967, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended by the addition of the following items:

Item No.	Description
554 3 0	Shoe polishes, floor polishes, furniture polishes, scouring powders and pastes.
581 2 0	Plastic chairs, plastic seats or parts thereof.
863 0 0	Cinematographic film, developed.
	Any automatic machine or any mechanical device intended to be used for the purpose of gambling, wagering or betting.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4, (Tel. City 5757, Ext. 472).



British-made Jackson electric cookers have recently been featured in special cookery lessons televised by the Voice of Kenya and seen by audiences all over East Africa. Jackson cookers, manufactured by the Electrical Division of Radiation Limited, are exported to East Africa by Radiation International Limited, and distributed by Equipment Limited of Nairobi.

REPUBLIC OF SOUTH AFRICA

Dumping duty

GOVERNMENT NOTICE R206, published in the Republic of South Africa *Government Gazette* of February 17, amends Schedule No. 2 (Dumping Duty) to the Customs and Excise Act, 1964, as follows:

Item	Tariff Heading and Description	Rebate Items	Territories
216.01	Tariff heading 84.20 is deleted and replaced by the following: 84.20 Portable platform type scales of the steelyard type operated with loose weights, with a weighing capacity of not less than 500 lb. and not more than 2,100 lb. .		UK

DAHOMEY

Industrial Property Convention

THE GOVERNMENT of the Republic of Dahomey has given notice of its accession to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, and an Order in Council was made on February 10, 1967, declaring Dahomy to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks. Dahomey was previously a Convention country as a French colony.

Copies of the Order (SI 1967 No. 158) may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of HMSO, price 3d. each, by post 6d. each.

SIERRA LEONE

Customs tariff amendment

THE SIERRA LEONE CUSTOMS TARIFF (Amendment) Order, 1967, published in the Sierra Leone *Gazette* dated February 9, amends with effect from February 1, the First Schedule to the Sierra Leone Customs Tariff. The First Schedule (published in the *Board of Trade Journal* of July 1, 1966, pages 57-59), and subsequently amended, is now further amended as follows:

Item	Goods	Unit	Tariff
Substitute for Item 46 A (5) the following new items (5) (a) and (b):			
46	Piece-goods – woven (excluding narrow woven fabrics and special purpose fabrics):		
	A. Wholly of cotton:		
	(5) (a) Interlock fabrics with c.i.f. value not exceeding 65c per lb.	100 lb.	Le 25·00 or 17½% *ad val.* whichever is the higher
	(b) Other fabrics	100 lb.	Le 5·00

Note:

This amendment seeks to split up item 46A(5) into (a) interlock; and (b) other fabrics and to increase the duty on interlock fabrics.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

MOZAMBIQUE

Amendment to customs tariff

THE MOZAMBIQUE *Diario do Governo*, First Series, No. 4 of January 5, 1967, published Decree Law No. 47485, which amended the Note to heading 21.02 of the minimum import tariff for Mozambique to read as follows:

> 21.02..
>
> Note: Coffee extracts or essences, and preparations with a basis of such extracts or essences, shall be liable to a rate of Esc. 10 per kg.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 and 462).

ZAMBIA

Import licensing

A NOTICE was published in the *Board of Trade Journal* on February 10 listing the commodities for which the Zambian Government will issue import licences only on condition that they are imported through Dar-es-Salaam in Tanzania.

The British High Commission in Lusaka have stated that Rubber tyres and tubes (tariff item 260) and Rubber tyres, solid; complete or in lengths or in the piece, n.e.e. (tariff item 261) have now been deleted from the list.

It is also reported that the new regulations will not apply to goods imported by air freight direct from the country of origin or to goods imported via Malawi by Fort Jameson Traders in Zambia's Eastern Province.

A further announcement on the use of parcel post for the importation of goods to be routed through Dar-es-Salaam is expected shortly.

GUYANA

Customs tariff changes

THE *Board of Trade Journal* dated February 3, 1967 (page 306), announced that the Guyana Budget proposed certain Customs Tariff changes. Further details are given below.

The Customs Duties (Amendment and Imposition) Order, 1967, amends Part 1 of the First Schedule to the Customs Ordinance in the following manner:

(i) by the deletion of items 661-09.22; 699-22; 732-01.1; 732-01-2; 732-01.3; 733-09.5; 811-01; and the substitution, therefore, of the following:

Item No. of Commodity		Preferential Tariff	General Tariff
661-09.22	Pipes and roofing materials, n.e.s.	10%	15%
699-22	Stoves, furnaces (not for central heating, grates and ranges made of metal (not electric):		
699-22.1	Comprising of three or more burners fired by oil or gas	20%	40%
699-22.2	Other	20%	40%
732-01.1	Motor cars with engine capacity of not less than 1,800 cubic centimetres	50%	70%
732-01.2	Motor cars with engine capacity of less than 1,800 cubic centimetres	40%	60%
732-01.3	Other passenger road motor vehicles (other than buses or motor cycles), e.g. station wagons, ambulances, etc.:		
732-01.31	With engine capacity of not less than 1,800 cubic centimetres	50%	70%
732-01.32	With engine capacity of less than 1,800 cubic centimetres	40%	60%
733-09.5	Trailers (including parts), n.e.s.:		
733-09.51	Trailers and parts thereof for use exclusively in agriculture when so admitted by the Comptroller	5%	10%
733-09.52	Trailers and parts, other	20%	40%
811-01	Prefabricated buildings and their assembled panels and parts of all materials:		
811-01.1	Frames only for use exclusively in the construction of industrial buildings when so admitted by the Comptroller	5%	10%
811-01.2	Other	20%	40%

(ii) by the deletion of the existing rates of duty on the items in columns I and II below and the substitution of those appearing in column III;

I	II	III	
Item No. of Commodity		Preferential Tariff	General Tariff
112-01.1	Wine including grape must and meditcaed wines: Sparkling wines	$13·76 per L. gal.	$15·00 per L. gal.
112-01.2	Still, in bottle containing not more than 42% of proof spirit	$10·25 per L. gal.	$11·25 per L. gal.
112-01.3	Still, in wood or like containers, containing less than 26% of proof spirit	$5·50 per L. gal.	$5·90 per L. gal.
112-01.4	Still, in wood or like containers, containing not less than 26% but under 35% of proof spirit.	$7·30 per L. gal.	$7·90 per L. gal.
112-01.5	Still, in wood or like containers, containing not less than 35% but not more than 42% of proof spirit	$9·15 per L. gal.	$10·00 per L. gal.
112-01.6	Vermouth	$10·25 per L. gal	$11·25 per L. gal.
112-01.9	Wine, medicated	$9·15 per L. gal.	$10·00 per L. gal.
112-02	Cider and fermented fruit juices, n.c.s.	$1·80 per L. gal.	$2·30 per L. gal.
112-03	Beer (including ale, stout, porter) and other fermented cereal beverages:		
112-03.1	Beer and ale	$4·20 per L. gal.	$4·60 per L. gal.
112-03.2	Stout and porter	$4·20 per L. gal.	$4·20 per L. gal.
112-03.3	Other fermented cereal beverages.	$4·20 per L. gal.	$4·60 per L. gal.
112-04	Distilled alcoholic beverages:		
112-04.01	Brandy – in bottle of a strength not exceeding 85% proof spirit	$41·40 per L. gal.	$43·00 per L. gal.
112-04.02	Other brandy	$48·50 per P. gal.	$50·50 per P. gal.
112-04.03	Rum – in bottle of a strength not exceeding 85% proof spirit	$43·00 per L. gal.	$50·25 per L. gal.
112-04.04	Other Rum	$51·50 per P. gal.	$60·00 per P. gal.
112-04.05	Whisky – in bottle of a strength not exceeding 85% proof spirit	$44·00 per L. gal.	$46·24 per L. gal.
112-04.06	Other Whisky	$49·50 per P. gal.	$52·36 per P. gal.
112-04.07	Gin – in bottle of a strength not exceeding 85% proof spirit	$45·00 per L. gal.	$47·24 per L. gal.
112-04.08	Other Gin.	$51·40 per P. gal.	$54·26 per P. gal.
112-04.09	Bitters	$34·35 per L. gal.	$35·10 per L. gal.
112-04.11	Cordials and liqueurs	$47·25 per L. gal.	$48·00 per L. gal.
112-04.12	Unenumerated, including mixtures and other preparations containing spirits	$46·20 per P. gal.	$54·00 per P. gal.
121-01	Tobacco unmanufactured (including scrap tobacco and tobacco stems):		
121-01.1	Unmanufactured (leaf) containing 25% or more of moisture	$3·90 per lb.	$3·90 per lb.
121-01.2	Unmanufactured (leaf) containing less than 25% of moisture	$6·70 per lb.	$6·70 per lb.
121-01.3	Unmanufactured tobacco offals (stalks, stems, scrap, etc.)	$6·70 per lb.	$6·70 per lb.
122-01	Cigars and cheroots	$14·16 per lb.	$15·00 per lb.
122-02	Cigarettes:		
122-02.1	Cigarettes manufactured in a Scheduled Territory entirely from Scheduled Territory grown tobacco	$12·10 per lb.	—
122-02.2	Cigarettes manufactured in a Scheduled Territory entirely or partly from foreign grown tobacco	$13·00 per lb.	— —
122-02.3	Cigarettes manufactured in Foreign countries	—	$14·60 per lb.
122-03	Tobacco manufactured for human consumption (smoking, chewing, snuff):		
122-03.1	Tobacco (smoking, chewing) manufactured in a Scheduled Territory entirely from Scheduled Territory grown tobacco	$10·00 per lb.	—
122-03.2	Tobacco (smoking, chewing), manufactured in a Scheduled Territory entirely or partly from foreign grown tobacco	$10·90 per lb.	—
122-03.3	Tobacco (smoking, chewing) manufactured in Foreign countries	—	$13·00 per lb.
122-03.4	Snuff	$10·10 per lb.	$11·30 per lb.
652-02.2	Cotton fabrics, printed	15%	25%
681-13	Steel tubes and fittings, welded or drawn	10%	15%
699-07	Nails, bolts, nuts, washers, rivets, screws and similar articles of base metals:		
969-07.3	All other, n.e.s.	5%	10%

(iii) by the deletion of item 099-09.11 (fruit juices fortified with spirits) and

(iv) by imposing on all imported goods classified in the items or groups in the schedule below:

(a) an additional duty of 5 per cent *ad valorem* on the preferential and general rates of duties (as amended by (i)-(iii) above) where these do not exceed 20 per cent and 40 per cent respectively, or

(b) an additional duty of 10 per cent *ad valorem* on the preferential and general rates on the remaining goods.

The Schedule

Groups 051 fruit and nuts, fresh (not including oil nuts); 052 dried fruits; 053 fruits preserved and fruit preparations; 055 vegetables preserved and vegetable preparations; 061 sugar; 062 sugar preparations; 071 coffee; 072 cocoa; 073 chocolate and chocolate preparations; 074 tea and mate; 075 spices; 091 margarine and shortenings; 099 food preparations, n.e.s. and 111 water and other non-alcoholic beverages.

Rubber manufactured articles: 629-01.01, 629-01.07; Group 672 precious and semi-precious stones and pearls, unworked and worked; Group 673 jewellery and goldsmith's and silversmith's wares.

Ordnance: 691-02.1, 691-02.2, 691-02.3, 691-02.4, 691-03.1, 691-03.2; manufactures of metals: 699-22.1; power generating (except electric) machinery: 711-05.1, 711-05.41; electric machinery, apparatus and appliances: 721-04.5, 721-04.6, 721-06.1, 721-06.2, 721-06.9, 721-07, 721-19.1, 721-19.2; road motor vehicles: 732-01.1, 732-01.2, 732-01.31, 732-01.32, 732-02.1, 732-02.2, 732-03.1, 732-03.2, 732-03.5, 732-04, 732-05.1, 732-06.1.

Groups 831 travel goods and handbags and similar articles; 841 clothing except fur clothing; 842 fur clothing.

Scientific, medical, optical measuring and controlling instruments and apparatus: 861-02.1, 861-02.2, 861-02.3, 861-02.4, 861-02.5, 861-02.6.

Groups 864 watches and clocks; 891 musical instruments.

Printed paper: 892-09.2, 892-09.3, 892-09.4; manufactured articles, n.e.s.: 899-04, 899-06, 899-08.1, 899-08.02, 899-08.03, 899-08.04, 899-12, 899-22 and 899-99.

Full details of the changes are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471), to whom any inquiries about the above notice should be addressed.

GHANA

Currency

IN THE GHANA *Official Gazette* of February 10, 1967 the Bank of Ghana Act, 1963 (Amendment) Decree, 1967 was announced to take effect from February 23, 1967. By this Decree the unit of currency for Ghana will be the New Cedi which will be divided into one hundred New Pesewas.

Previously one Cedi had a conversion value of 8s. 4d. and one Pesewa was equivalent to one penny. The New Cedi will have a conversion value of 10s. 0d. The New Pesewa will have the following conversion table for cash transactions:

Pesewas (p)	New Pesewas (Np)	Pence (d)
—	½	½
1	1	1
2	1½	2
—	2	2½
3	2½	3
—	3	3½
4	3½	4
5	4	5
—	4½	5½
6	5	6
—	5½	6½
7	6	7
8	6½	8
—	7	8½
9	7½	9
—	8	9½
10	8½	10
11	9	11
—	9½	11½
12	10	12

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2226).

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable of the following announcements by the Singapore Government:

(A) Subject to representations made in writing to the Minister of Finance before March 17, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	**Products**
1. Fire fighting equipment and accessories	(a) Hose reels (b) Hose cradles (c) Landing valves (d) Water tank trailers
2. Metal working	(a) Toy vehicles, all types (b) Electric and gas cookers for commercial and industrial use
3. Steelmaking and rolling	Wire rods
4. Metal working	Enamelled casings of electric and gas cookers

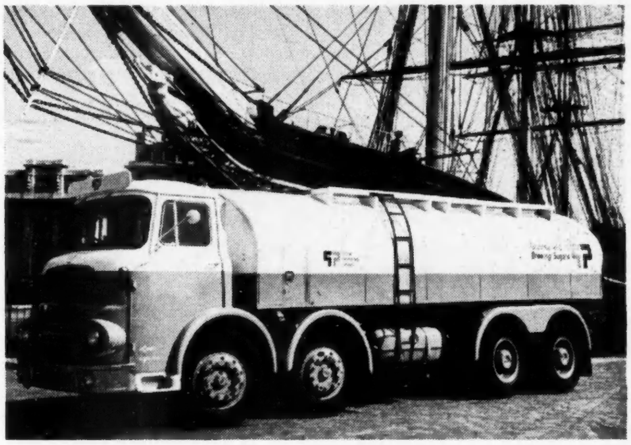
This notice means that the Minister of Finance is satisfied that the establishment and development of these industries in Singapore should be encouraged. Firms to which Pioneer certificates are granted will enjoy the benefit of exemption from Singapore income tax for a period of from two to five years, depending on the amount of capital investment in Singapore.

(B) The following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	**Products**
1. Electrical apparatus	Electrical motors, all types
2. Metal working	Metal slotted angles
3. Solvent extraction of vegetable oil	(a) Extracted meal (excluding copra meal) (b) Maize products

A preliminary notice of intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of December 30, 1966, page 1639.

Further inquiries about the Pioneer Industries Legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2143), quoting reference CRE 6197/4/G.



One of Tunnel Refineries Limited's new tankers with the 'Cutty Sark' on its starboard quarter. The tanker carries waste refined from maize grains for animal food which is worth £200,000 in exports over six months.

MALAYSIA

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that, subject to representations made in writing to the Minister of Commerce and Industry before March 25, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(1) Manufacture of metal products	Knapsack sprayers
(2) Manufacture of containers	Specialized containers for the transport of containerised cargo.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital invested in Malaya.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE 1237/G.

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CEYLON

Air freight of goods on import licences

THE BOARD OF TRADE has received a copy of Import Control Notice No. 2/67, issued by the Controller of Imports and Exports, concerning the air freight of goods on import licences for Ceylon. The notice gives the following information:

IMPORT CONTROL NOTICE No. 2/67

Air freight of goods on import licences

All persons who are issued any import licences for the import of any description of goods are hereby informed that while the value specified on the licences issued are intended to cover cost, insurance and freight of the goods imported, the freight that is allowed on these licences is sea freight and rail freight only, and not air freight.

2. Unless specific prior approval of the Department has been obtained – and this will be granted only in very exceptional circumstances – import documents to enable clearance to be effected will not be passed by this department in respect of air freighted imports.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2642).

United Kingdom/Ceylon Loan, No. 1, 1967

THE BOARD OF TRADE has received a copy of Import Control Notice No. 3/67, issued by the Controller of Imports and Exports, concerning the issuing of licences under the United Kingdom/Ceylon Loan, No. 1, 1967. The notice gives the following information:

IMPORT CONTROL NOTICE No. 3/67

Licences under the United Kingdom/Ceylon Loan, No. 1, 1967

It is proposed to issue special licences for the import of fertilizer and commercial vehicles from the United Kingdom under the United Kingdom/Ceylon Loan, No. 1, 1967.

2. All imports under the United Kingdom/Ceylon Loan, No. 1, 1967, shall be against Letters of Credit.

3. The following procedure will apply as regards licences issued under this Scheme and will be complementary to that already in force:

(i) On receipt of a special allocation or authorization which will be headed 'United Kingdom/Ceylon Loan, No. 1, 1967', the importer will open negotiations with his supplier in the United Kingdom, and on completion of a contract will instruct his supplier to forward immediately to the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, England, three copies of the Contract and Contract Certificate (in the form set out in the Appendix below), quoting reference to the Import Control Department allocation number.

(ii) After examination of the documents, the Crown Agents will advise approval of the Contract and of the Contract Certificate to the Controller of Imports and Exports, Colombo, who will communicate this approval to the importer, who will then forward an Indent in quadruplicate (in the form set out in Import Control Notice No. 19/62) in terms of the Contract entered into with his United Kingdom supplier for licensing.

(iii) On receipt of his licence the importer will request his bank to open an irrevocable Letter of Credit in favour of his United Kingdom supplier.

(iv) The United Kingdom supplier will ship the goods to the Ceylon importer and will present the documents required by the Letter of Credit to the correspondent bank in the United Kingdom, which will make payment and then submit the invoice and payment certificate to the Crown Agents for reimbursement in sterling and will forward the original documents to the importer's bank in Ceylon.

(v) Thereafter clearance will take place in accordance with normal procedure, but declaration forms will be marked 'United Kingdom/Ceylon Loan No. 1, 1967', on the top left-hand corner in block capitals.

4. It should be noted that:

(i) Imports under these arrangements are restricted to goods wholly produced or manufactured in the United Kingdom, the Channel Islands, or the Isle of Man, and the beneficiary under the contract must be a person carrying on business in the United Kingdom, the Channel Islands or the Isle of Man.

(ii) Where the transactions are on a c.i.f. basis the whole amount may be covered under the loan. In the case of f.o.b. contracts shipping arrangements must be made with a British firm and insurance, if not effected with the Insurance Corporation of Ceylon, must also be arranged with a British company.

APPENDIX

UNITED KINGDOM/CEYLON LOAN, No. 1, 1967

CONTRACT CERTIFICATE

Particulars of Contract

1. Date of Contract:	Contract Number:	Import Allocation/ Licence Number:
	United Kingdom Origin	Non-United Kingdom Origin
2. Description of goods, works and services to be supplied to the purchaser		
	Sterling	Other currency, if any
3. Total (estimated) contract price payable by purchaser		
		Amount Description
4. Estimated amounts, if any, to be paid to the contractor in respect of goods or services of non-United Kingdom origin procured by the contractor for the purposes of the Contract	In respect of Non-United Kingdom goods and services (a) goods of materials (b) work to be done or services performed in Purchaser's Country (c) know-how (d) plans, designs and technical documentation (e) other services	

5. I hereby declare that I have the authority to sign this certificate on behalf of the Contractor named below. I hereby undertake that in performance of the Contract no goods or services which are not of United Kingdom origin will be supplied by the Contractor other than those specified in paragraph 4 above.

Signed ....
Position held ....
For and on behalf of ....
(name and address of Contractor)
Date ....

Note: For the purpose of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2642).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of January 20 issue.

First of the Straths

for the new P&O Far East Freight Services

'STRATHARDLE'—the first of the three P & O 14,000 ton cargo ships—designed exclusively for the speedier and safe transit of freight to and from the Far East—arrives in London on March 8th completing her maiden voyage. On March 23rd she will be ready to sail outwards.

P & O already have two established services to Japan and, with the arrival of 'Strathbrora' in May, the Strath Express Service will be in full operation. Later, 'Strathconon' will join her two sister ships. Combined, the three services will provide three calls a month at Aden, Port Swettenham, Hong Kong and Yokohama, twice a month at Singapore and Kobe, and once monthly to Penang, Manila, Otaru and Nagoya.

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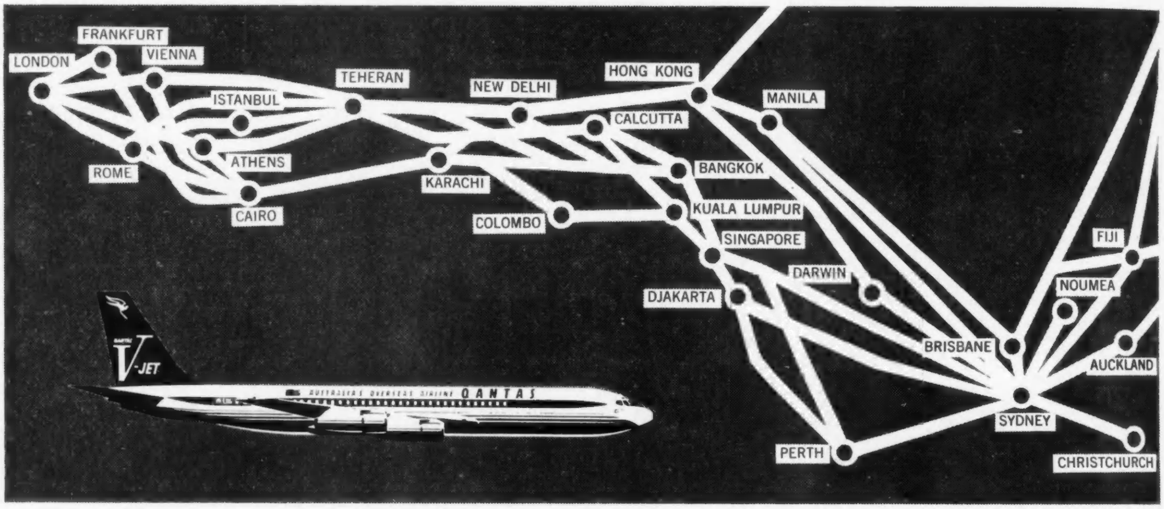
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FIJI

Customs tariff amendments

THE BOARD OF TRADE have received a copy of Legal Notice No. 226, incorporated in the *Fiji Royal Gazette* Supplement No. 56 of December 23, 1966, which states that the following amendments to the Fiji Customs Tariff have been made:

Item No.	Article	Unit	Tariff	
			Preferential	General
23	Sugar	Per ton	233s. 6d.	280s.
29	Ale, beer, cider, perry, porter, and stout when containing more than 2% of proof spirit but not more than 20% of proof spirit;			
	(a) In containers of not less than one gall.	Per liquid gallon	11s.	13s.
	(b) In containers of less than one gall.	Per liquid gallon	11s. 6d.	13s. 6d.
30	Spirits and spirituous mixtures including essences, fruit ethers, aromas or flavours, fluid extracts, and other fruit juices and fruit syrups, tinctures and infusions not otherwise enumerated, the strength of which can be ascertained by Syke's hydrometer or other approved method;			
	(a) of a strength exceeding 20% of proof spirit but not exceeding proof	Per liquid gallon	112s.	125s.
	(b) of a strength exceeding proof	Per proof gallon	112s.	125s.
31	Wines, still:			
	(a) Containing not more than 42% of proof spirit	Per liquid gallon	25s.	27s. 6d.
	Provided that the Comptroller of Customs may allow a rebate of 15s. per gallon in respect of still wine used by ministers or members of recognized religious bodies where it is shown to his satisfaction that the wine was used solely for the purposes of religious ceremonies and where the claim for the rebate is submitted in the calendar year following that in which the wine was used.			
	(b) Containing more than 42% of proof spirit	Per liquid gallon	80s.	93s.
32	Wines, sparkling:			
	(a) containing not more than 42% of proof spirit	Per liquid gallon	30s.	35s.
	(b) containing more than 42% of proof spirit	Per liquid gallon	80s.	93s.
	Note.—The term wine as applied to the tariff includes medicated wine and wine mixed with food.			
33	Cigars	Per lb.	45s. 6d.	50s.
34	Cigarettes	Per lb.	43s. 6d.	47s. 6d.
35	Tobacco:			
	(a) Manufactured	Per lb.	35s. 6d.	39s.
	(b) Unmanufactured tobacco for the production of goods specified in the schedule to the Excise Ordinance (Cap. 169) by a person licensed under the Excise Ordinance (Cap. 169) shall be		Free	Free
	(c) Other unmanufactured tobacco	Per lb.	25s.	26s.
	(d) For sheep wash or insecticide upon having been rendered unfit for human consumption to the satisfaction of the Comptroller of Customs		Free	Free
133	Oils (conforming to such standards as the Governor in Council may prescribe):			
	(a) Benzoline, naphtha and similar oils	Per 100 gallons	125s.	125s.
	(b) Benzine, petrol, motor or aviation spirit	Per 100 gallons	125s.	125s.
	(e) Distillate fuel oils	Per 100 gallons	4s.	4s.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472/3).

Invoicing procedure

THE BOARD OF TRADE have been informed by the British Trade Correspondent in Fiji that some United Kingdom firms have been sending photostat invoices with their goods and that these invoices have had only facsimile signatures on them. Whereas photostat invoices are in themselves acceptable, Fiji's Customs Department will not accept facsimile signatures on these invoices. The signature must be an original, signed in person by a representative of the United Kingdom firm.

All inquiries about the above should be addressed to Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 473).

Mr. John Knott, Deputy High Commissioner for Australia, visited the Transformer Division of Ferranti Ltd. at Hollinwood, Lancashire, last month. The picture shows him (centre) examining a Ferranti single compartment tap-changer. The 33 and 66 kV versions of these are now being manufactured under licence in Australia, where over 120 units are in service or in course of construction. On Mr. Knott's right is Mr. P. McGregor, sales manager, and on his left is Mr. G. R. C. McDowell, works manager.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report on the question whether assistance should be accorded the production of **packaging machinery, including machinery for closing or finishing packing (tariff items 84.19.300 and 84.19.400).**

This reference has been made as a result of representations by local manufacturers.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines		
84.19.300	Machines, as follows: bagging machines, automatic, cement, gypsum, lime and similar goods; bottling machines, champagne; feeder machines, for automatically opening and feeding empty cartons to packing machines; labelling machines, automatic; matchbox-making machines; packing machines, cigarette; packing machines, for enclosing in tape form medicinal tablets, confectionery and similar goods; packing or ramming machines, automatic, electrically operated; packing or wrapping machines, soap or candle; sealing machines, for sealing the tops and bottoms of fibreboard or corrugated cases; tying machines, packet or bundle; wrapping machines, automatic, for affixing paper coverings on to paper boxes; wrapping machines, automatic, for measuring and wrapping powder or granular substances; wrapping machines, for moulding and wrapping butter, margarine, lard, ice cream and the like; wrapping machines, using cellulose film or film with a basis of artificial plastic or the like as the wrapping medium.	7½%	Free
84.19.400	Filling and closing machines, carton, automatic; machines for wrapping cocoa and confectionery	12½%	Free

(*Continued on next page*)

AUSTRALIA, *continued*

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than March 20.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 566/67.

Tariff Board inquiry

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **citric acid and tartaric acid** (tariff items 29.16.400, 29.16.900, 38.19.991 and 38.19.999).

This reference is of Departmental origin.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
29.16	Alcohol - acids, aldehyde - acids, ketone-acids, phenol-acids and other single or complex oxygen-function acids, and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
29.16.400	Potassium hydrogen tartrate .	Free	Free
29.16.900	Other	7½%	Free
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:		
38.19.9	Other:		
38.19.99	Other:		
38.19.991	Put up for retail sale . .	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character, or, if higher, 22½%	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character, or, if higher, 10%
38.19.999	Other.	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character

This matter has been reported by telegraph by Her Majesty's Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than March 22.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1, quoting reference No. CRE 579/67.

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on January 20, 1967 (page 178) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of synthetic resin monofilaments for brushware.

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations temporary additional duties have been imposed on certain polystyrene, PVC and polypropylene monofilaments.

The new duties do not apply to goods in transit on, or before, January 9, 1967. Further details will be published as soon as possible.

UNITED STATES

Tariff investigation: Stainless steel table flatware

THE UNITED STATES Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation in connection with the preparation of advice to the President as to the probable economic effect that an automatic termination of the present increased rates of duty would have on the domestic industry in the United States. A tariff quota resulting in increased rates of duty on imports entered in excess of the quota was imposed on certain stainless steel flatware in 1959 following an escape clause investigation by the Tariff Commission. On January 7, 1966, these increased restrictions were relaxed by the enlarging of the tariff quota and by reducing, but not eliminating, the increases in rates of duty applicable to such flatware entered in excess of the enlarged quota. The remaining increased restrictions will terminate on October 11, 1967, unless extended by the President.

A public hearing which has been requested by the petitioner in connection with this investigation will be held on May 23, 1967, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W. Washington D.C. Requests to appear must be filed in writing with the Secretary of the Tariff Commission at least three days in advance of the hearing.

The petition filed in this case is available for inspection at the office of the Secretary of the Tariff Commission in Washington and at the City Office of the Tariff Commission in New York.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

CHILE

Import regulations

IT HAS BEEN REPORTED by HM Embassy at Santiago, Chile, that, at its Session No. 456, which took place on February 8, the Executive Committee of the Central Bank reduced from 70 to 60 days (from the date of the bill of lading) the minimum period which must elapse before payment of imports may be made.

VENEZUELA

Import duty increases

THE VENEZUELAN MINISTRIES of Finance and Development have published a resolution in the *Official Gazette* of February 15, 1967, increasing the import duty on tuna and cod fish and their preparations from Bs 2 per kilo gross weight to Bs 6.

Tariff No.	Description	Duty in Bolivars
		(per kilo gross weight)
031-01-01-2	Tunny	6·00
031-01-01-3	Cod	6·00
031-02-01	Cod	6·00
032-01-02	Cod	6·00
032-01-08-3	Fish and preparations thereof, n.e.s.	6·00

The resolution enters into effect 20 days after date of publication.

The Venezuelan Ministries of Finance and Development have issued a resolution dated February 2, 1967 increasing the duty on certain types of synthetic fibres and polyesters, and changing the nomenclature of certain tariff divisions in this category.

Tariff	Description	Duty in Bolivars
		(per kilo gross weight)
262-07-00	Wool or fine hair, carded or combed, including tops, pure or intermixed (32)	0·40
266-01-02-3	Polyesters, pure or with mixture of other fibres, n.e.s., and its waste	6·00
266-02-00	Synthetic or artificial fibres carded or combed, including tops, pure or intermixed or with other natural fibres	6·00

(32) When merchandise is imported in wooden boxes, 10% reduction on specific assessed duties.

The resolution enters into effect 10 days after its publication (February 3, 1967) i.e. February 13, including consignments sent by post.

Import licensing restrictions

THE VENEZUELAN MINISTRIES of Finance and Development issued a resolution dated February 4, 1967, imposing import licensing restrictions on rubber tubes used in retread and vulcanizing machinery.

A new tariff definition has been introduced as follows:

Tariff No.	Description	Duty in Bolivars
		(per kilo gross weight)
629-09-08-11	Rubber tubes (literally 'air pouch') for rubber tyre vulcanizing and retreading machinery (4)	0·05

By 'air pouch' is understood the rubber tubular form with resistant walls and including valves used in the retreading and vulcanizing of rubber tyre machinery.

Note (4) – previous importation licence required from Ministry of Development.

The resolution enters into effect from date of publication February 13, 1967. Exempt from the requirements of the Resolution are goods covered by Consular or shipping documents dated on or before date of publication (February 13). For deliveries by air, the resolution comes into effect on February 23.

A micro-strainer, 10 ft. in diameter and 10 ft. wide, manufactured by Glenfield & Kennedy and imported into Canada by Sealand Sales Limited, of Vancouver, being off-loaded from the ss 'Pacific Northwest' at the Port of Vancouver, British Columbia, last month. The micro-strainer is for installation in the water system for the town of North Kamloops, BC.

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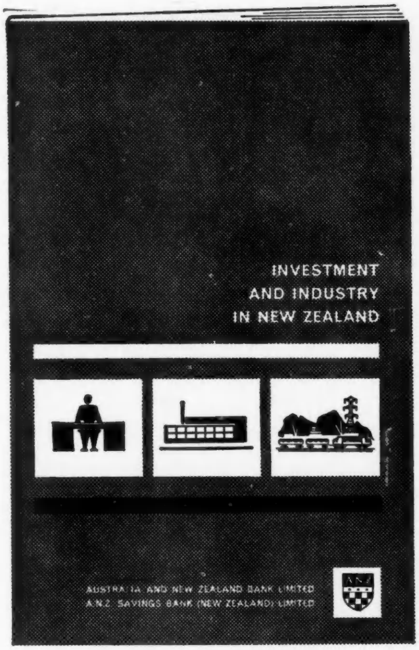
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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	This week
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Mileage and traffic (M)	17 Feb. 1967
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
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By industry (Q)	13 Jan. 1967
Distributive and service trades (A)	30 Dec. 1966
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Catering trades turnover (M)	17 Feb. 1967
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
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New companies registered:	
Gt. Britain (M)	24 Feb. 1967
N. Ireland (M)	This week
Credit:	
Instalment credit business (M)	10 Feb. 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	6 Jan. 1967
Production, exports and orders (M)	This week
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	24 Feb. 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registrations of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	27 Jan. 1967
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	17 Feb. 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	24 Feb. 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	10 Feb. 1967
Value of overseas trade (M)	24 Feb. 1967
Gold and convertible currency reserves (M)	10 Feb. 1967
Hairdressing trades turnover (M)	17 Feb. 1967
Hire purchase:	
Assets and liabilities of HP companies (Q)	17 Feb. 1967
Business (M)	10 Feb. 1967
Industrial building provisional figures (Q)	27 Jan. 1967
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	17 Feb. 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Dec. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	17 Feb. 1967
Machine tools deliveries and orders (M)	24 Feb. 1967
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	6 Jan. 1967
Deliveries (Q)	10 Feb. 1967
Production (M)	10 Feb. 1967
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	This week
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	This week
Retail prices index (M)	24 Feb. 1967
Retail trade:	
Index nos. (M)	10 Feb. 1967
N. Ireland index (M)	This week
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	20 Jan. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	13 Jan. 1967
Retail (M)	10 Feb. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textiles orders and deliveries (M)	24 Feb. 1957
Cotton production (M)	24 Feb. 1967
Wholesale houses sales (M)	24 Feb. 1967
Wool exports (Q)	24 Feb. 1967
Wool output (M)	24 Feb. 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	27 Jan. 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	17 Feb. 1967

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	20 Jan. 1967
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	24 Feb. 1967
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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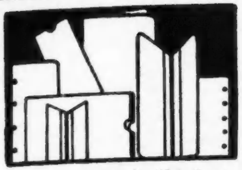

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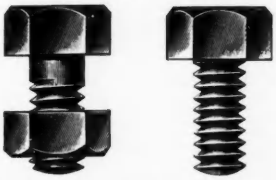

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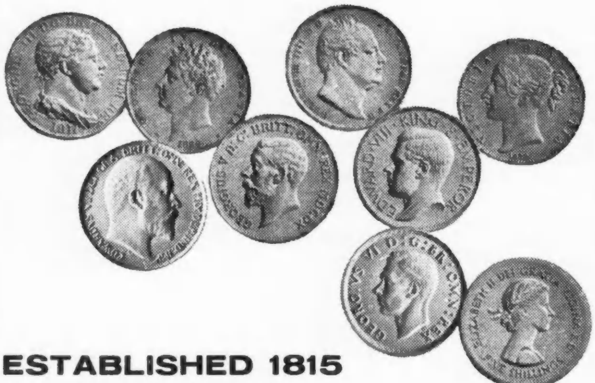

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